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IT Standards & Technologies Primer

Development Involves Many Steps & Revisions

by Ericka Chickowski

• • •

INTEROPERABILITY IS TAKEN for granted in today's heterogeneous IT environment. But the ease with which you can make multiple vendors' products work together belies the truth behind the convenience. None of this would be possible without the development of technological standards—a lengthy and sometimes difficult process.

What Are They?

Standards are everywhere. From the electrical plugs you push into wall sockets to the languages used to produce Web sites, these technologies have been so widely used because they are the same no matter what manufacturer makes them.

But agreeing on standards in technology is not an easy process. It can take years to develop a standard deemed suitable for the entire industry. And if there is not a concerted effort to come up with a uniform standard, the industry must wait out a capitalist slugfest between manufacturers as the consumers decide what will become the standard for a particular technology.

If buyers need the technology immediately, they risk putting money into the losing technology. Sometimes the winner may not even be the best choice but instead is the one created by the company with deeper pockets and better marketing.

Standards Categories

There are two types of standards: open and de facto. An open standard is developed by an autonomous organization tasked with coming up with standards with the consensus of the entire industry. Some of these bodies are created as a result of international treaties among various governments, while others are voluntary, non-treaty organizations. Technology developed with open standards includes TCP/IP and the wireless 802.11 formats.

A de facto standard is what happens after the slugfest; it is technology the industry has generally agreed upon as the norm for its type. Some examples include Microsoft's Windows OS and Adobe's PostScript page description language.

While de facto standards are helpful to prevent mass anarchy in the market, experts generally agree that the ideal standard is an

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Three-Factor ID

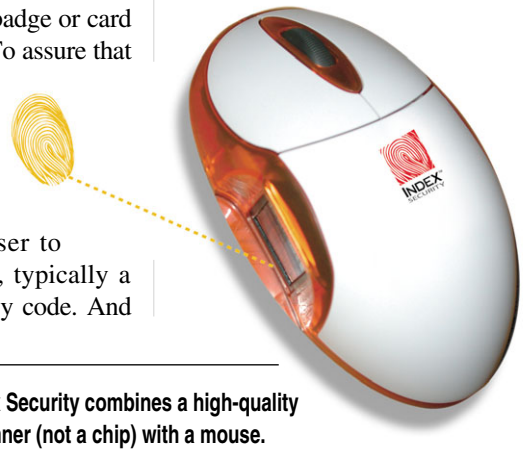
Identification Involves What You Have, What You Know & Who You Are

by Steven S. Ross

• • •

SECURITY SYSTEMS THAT feature variations of the classic "three-factor ID" are catching on, thanks to inexpensive and reliable identity cards and card readers and pressure from the federal government's Department of Homeland Security. But vendors warn the new technology will fail without a corporate attitude change. That's especially true when confronting the greatest security threat of all: disgruntled employees or even employees who have been dismissed but still have access.

The first of the "three factors" is the token, an ID badge or card that triggers entry. To assure that only the person who is supposed to have it is using the card, the security system may also require the user to "know" something, typically a four- or six-digit key code. And to guard against the code being stolen or obvious enough to crack, the system can also sense something unique about the cardholder—a biometric. That's typically a thumbprint, but it could also be a facial scan or even an iris scan.



The Zmouse from Index Security combines a high-quality optical thumbprint scanner (not a chip) with a mouse.

In theory, that leaves only one security loophole: two or more people entering on a single employee's card, key code, or biometric scan. That loophole can be closed, says Ezra Hedaya, president of Index Security, by using motion sensors at doorways, cameras, or a double-door system.

More Than Meets The Eye

There's more to security than technology, however, and corporate attitudes are hard to change. Sidney Furst, president of Access Denied Systems, says, "The first thing is that a company has a

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■ **Acrosser** announced the AR-M9939, a low power Internet security appliance. ■ **AirMagnet** released AirMagnet Laptop Analyzer 5. ■ **Barracuda** introduced Barracuda Spyware Firewall, an anti-spyware and Web-filtering gateway appliance. ■ **Dell** announced it is offering Microsoft Operations Manager 2005 Workgroup Edition to small and midsized businesses for $50 per server. ■ **EMC** unveiled the EMC Celerra NSX NAS gateway. ■ **Emerson Network Power** announced the new Liebert FPC and FDC power distribution systems. ■ **HP's** four-way ProLiant BL45p and ProLiant DL585 blade servers are gearing up to include dual-core AMD Opteron 800 series processors. ■ **Nexsan** and **Diligent** announced a new enterprise virtual tape backup and recovery product. ■ **Winchester Systems'** SA-700 SATA disk array lets users control up to 6.4PB of data from a single management console.

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   - ☐ 10 - 99
   - ☐ 100 - 199
   - ☐ 200 - 499
   - ☐ 500 - 999
   - ☐ 1,000+

2. **How often do you purchase computer hardware/software?**
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   - ☐ No Involvement

3. **What is your annual computer hardware/ software purchasing budget?**
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MarketPlace NEWS

IBM Execs Skip Raises

After announcing quarterly results that fell short of analysts' expectations, IBM CEO Sam Palmisano says the company's top 50 executives will not get raises until the company recovers. IBM blamed the earnings shortfall on weak economies abroad and the failure to close some business transactions before the end of the quarter.

Google Sees Substantial Growth In Q1 2005

Google reported significant growth in its revenue and earnings for the first quarter of 2005, which it attributed to increased sales in online advertising. Revenue for the company was $1.256 billion for the quarter, up 93% from last year's first quarter. Net income grew by a whopping 477% from Q1 2004; Google's net income jumped from $0.24 per share in Q1 2004 to $1.29 per share in Q1 2005.

Second Chipmaker Admits To Price-Fixing

South Korean memory chipmaker Hynix Semiconductor plead guilty and will pay a $185 million fine in connection with a price-fixing conspiracy. IBM, Dell, and HP are three of the manufacturers whose customers were hurt by the price-fixing. In some instances, memory prices went up more than 100% on products purchased between April 1999 and June 2002. German chipmaker Infineon has already agreed to pay a $160 million fine related to the case, and Micron Technology was given amnesty for its help in the investigation, which began last September.

Verizon Opens 911 Access To VoIP Carriers

Following the lead of Qwest Communications' announcement in late April, Verizon Communications announced it would open its 911 emergency infrastructure to VoIP providers. The service will be available first in New York City sometime this summer, then, if successful, it will likely be deployed to other areas later this year. VoIP providers currently don't have access to the 911 networks linking the emergency call centers throughout the country because they're owned and operated by the Bell operating companies, including Qwest, Verizon, BellSouth, and SBC.

MCI Declares Qwest Bid Superior

MCI, the No. 2 long-distance company in the United States, called the recent $9.9 billion takeover bid by Qwest Communications superior to its $7.8 billion merger agreement with Verizon Communications. MCI's declaration surprised many, as it had said that Verizon, the No. 1 U.S. telephone firm, has better growth opportunities and more financial stability than Qwest, the No. 4 phone company in the country. Some reports indicate Verizon will outbid Qwest's offer, but as of press time, it had not made any moves in that direction.

HP Largest PC Maker In Asia-Pacific

According to IDC reports, HP beat out Lenovo to become the largest PC maker in the Asia-Pacific region (which includes China, India, Singapore, and Taiwan) in Q1, garnering 11.7% of the 9-million unit market. Lenovo, which is set to acquire IBM's PC division, had 11% of the market. Rounding out the top-five PC makers in the Asia-Pacific market were Dell with 8%, IBM with 6%, and Founder with 5%.

Storage Management Software Market Growing

Gartner reported that storage management software vendors increased revenue to $5.6 billion in 2004, up 12.3% from 2003. EMC, which had revenues of $1.7 billion, was the No. 1 vendor; Veritas was No. 2 with $1 billion. Others companies in the top 10 include IBM, Computer Associates, Symantec, NetApp, HP, Hitachi, StorageTek, and BMC. NetApp was the fastest-growing company in the top 10, with a 73.5% growth in sales. Gartner predicts the industry will see improvement in convergence between data backup, replication, and continuous data protection applications this year.

New Currency For Online Scams

International forgers are targeting a new form of currency: the USPS money order. More than 160 people in the United States have been arrested under suspicion of either knowingly receiving or trying to cash fraudulent money orders since October 2004, and more than 3,700 counterfeit postal money orders were intercepted from October to December 2004. Postal money orders are regarded as difficult to counterfeit because of their watermarks and other distinguishing features. The FDIC issued an alert last month that notified banks of the counterfeiting problem.

SAP & Microsoft Join Forces For Software Development

Software giants Microsoft and SAP are strengthening ties as they work together to create new software. The software project, code-named Mendocino, will bring SAP's business management systems in line with Microsoft's Office suite, so a person could input information into an SAP program through Microsoft's Outlook email or calendar or an Excel spreadsheet. SAP and Microsoft considered merging a year ago but decided against the idea because of transaction complexities. A merger likely would have raised antitrust red flags, as SAP dominates the market in HR and financial business software in large companies and Microsoft controls the desktop business software market.

Bots Replacing Viruses As The Latest Threat

McAfee reports that Trojan horses and botnets are becoming increasingly popular as mass-mailing viruses are becoming less common. Kaspersky Lab released similar findings, saying botnets stimulate development of other malicious programs, an increasing number of them financially motivated. Researchers at Kaspersky estimate the number of zombies at several million, and the number of bots increases by 50,000 each month. McAfee's recommendations include using current spam filters, installing the latest patches, and having a multilayered plan to detect and prevent attacks.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Year Ago	April 20 $	April 27 $	% change from previous week
Avaya	AV	N/A	$8.01	$8.82	▲ 10.11%
BEA Systems	BEAS	N/A	$7.15	$7.05	▼ 1.40%
Computer Associates	CA	$26.81	$26.90	$27.08	▲ 0.67%
Cisco Systems	CSCO	$20.91	$17.19	$17.25	▲ 0.35%
Dell	DELL	$34.78	$35.99	$34.83	▼ 3.22%
Electronic Data Systems	EDS	$18.29	$19.60	$19.54	▼ 0.31%
Google	GOOG	N/A	$198.10	$219.78	▲ 10.94%
HP	HPQ	$19.70	$20.59	$20.17	▼ 2.04%
IBM	IBM	$88.17	$72.01	$77.05	▲ 7.00%
Intel	INTC	$25.73	$22.66	$23.51	▲ 3.75%
McAfee	MFE	N/A	$21.48	$20.69	▼ 3.68%
Microsoft	MSFT	$26.13	$24.32	$24.99	▲ 2.75%
Oracle	ORCL	$11.25	$11.78	$11.90	▲ 1.02%
Red Hat Software	RHAT	N/A	$10.61	$11.24	▲ 5.94%
Sun Microsystems	SUNW	$3.90	$3.50	$3.54	▲ 1.14%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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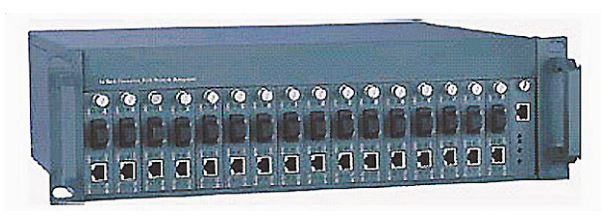

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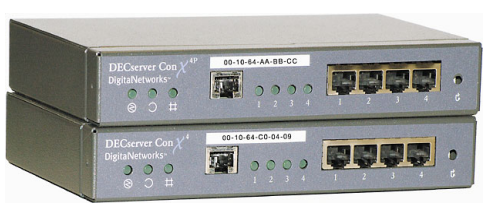

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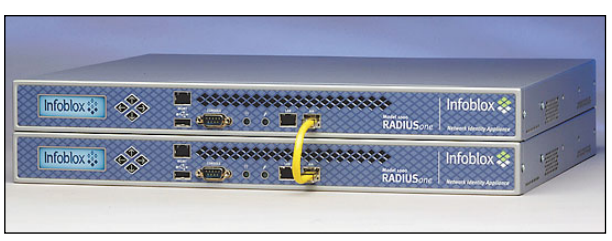

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Storage Sound Off

SMEs Manage More Efficiently With Emerging Standards & Technologies

by Christian Perry

• • •

When it comes to innovation, it's tough to beat the storage space. With ideas and theories constantly clashing in a grand effort to store and manage data in the most efficient possible way, you're guaranteed to see something interesting each time you gaze at the horizon.

Yet navigating the road to that horizon can be tricky business, particularly if you're looking for future technologies that mesh with your current environment, both technically and financially. In some cases, however, technologies stand above the din, making it easier to see a potential path you might be able to follow. Here we'll take a look at three of those technologies, including SAS, FAIS, and SATA II, and how they could affect your storage plans.

Action Plan

To prepare for these emerging storage technologies, businesses should take some initial steps to gauge their existing technologies and look at potential upgrade options.

- Assess short- and long-term storage needs to determine most effective hardware and software routes.
- Learn what the new technologies do, how they do it, and why they do it.
- Analyze plans for upcoming projects to see if they could provide an opportunity for testing any of these new technologies.
- Research whether existing infrastructure could handle an overhaul. Remember that some new storage technologies, such as SATA II, can integrate easily with existing products. Technical personnel both inside and outside the storage realm should have a chance to consider potential changes.
- Find out how current storage vendors are implementing these new tools and whether they plan to offer upgrade paths for existing products.

SAS

Although it gained steam rather slowly last year, Serial Attached SCSI now appears ready to take SCSI into the future, with speeds planned to hit 12Gbps by 2010. SAS addresses several challenges inherent with parallel SCSI by offering increased addressability, smaller form factors, greater flexibility with configurations, and more choices. Both SAS and SATA drives can coexist within the same infrastructure, and SAS allows customers to preserve their SCSI software investment.

"By investing in SAS, small and medium businesses have the opportunity to preserve existing SCSI middleware applications, scale their storage far beyond traditional parallel SCSI, add dual porting for additional failover protection, accommodate low-cost SATA drives for any bulk storage needs, and allow their storage investments to be reprovisioned over time," says Harry Mason, president of the SCSI Trade Association and director of Industry Marketing for LSI Logic.

As storage speed requirements continue to ramp upward, the move away from parallel is growing continually more urgent, but with SAS, companies don't need to fret over major overhauls to extend their existing infrastructure.

"SMB retains the SCSI command set, which is the primary disk drive technology for the SMB market," explains Frank Castaldini, marketing manager for Seagate's Enterprise Storage Group. "You can still use the same software, storage management software, [and] enclosure management services SAS because of this."

FAIS

As an emerging standard being developed in the INCITS T11.5 working groups, the Fabric Application Interface Standard initiative seeks to create standard APIs for implementing storage applications in SAN-based devices. With a switch that can help deliver virtualization and RAID, companies can enjoy increased ease of deployment and management, as well as the ability to use storage applications in a vendor-neutral infrastructure.

"By placing these applications in the fabric, you can now run your snapshot or replication solution across all of the storage in your enterprise—no matter if it is an enterprise storage array or a simple SATA secondary storage array," says Benjamin Kuo, senior product manager at Troika Networks. "One thing we've seen with fabric-based applications is that medium-sized enterprises benefit from the capabilities, which in the past had normally only been available on expensive, large-enterprise hardware."

According to William Chow, a chief software architect at Troika Networks and an author of the FAIS specification, the first fully functional FAIS standard isn't expected to be complete until next year, though an incomplete subset with minimum functionality could be ready by the end of this year.

SATA II

SATA, or Serial ATA, continues to make major strides as a replacement for parallel ATA, but for those in the enterprise space, SATA II is looking even more attractive. With SATA II products now shipping, companies are hoping to get onboard early with advantages such as 3Gbps speeds and NCQ, which improves data handling on drives through an algorithm that selects the most efficient command order. Other improvements in areas such as port multiplication and selection, as well as SATA II's compatibility with other technologies, make the specification an easy choice for companies looking to improve how they manage and store information.

"A number of advanced features position SATA as a true enterprise-class solution—one that can compete with SCSI or Fibre Channel in many demanding, high-bandwidth applications, such as video streaming and editing or storage-intensive computational environments, such as CAD design and simulation," says Silicon Image's Sal Cobar, director of marketing, Storage Products.

And according to John Joseph, vice president of marketing for EqualLogic, SATA II outperforms enterprise technologies using parallel SCSI when it comes to signal integrity, particularly when dealing with cross-talk between wires. He explains that SATA II uses a single shielded wire to each disk drive in a point-to-point architecture, eliminating cross-talk problems when transferring data at SCSI speeds to the controller. These features and others create a high-performance, reliable technology that SMEs can implement without breaking the bank.

"Businesses should be buying storage from suppliers that design and build storage with SATA and SAS as the baseline technology," Joseph says. "This technology offers new levels of functionality, utility, and reliability that legacy systems cannot deliver."

Standards In Storage

Storage standards and technologies have seen substantial growth lately. Here is information on the main storage options.

SAS (Serial Attached SCSI)

- Approved as a standard by ANSI in January 2004
- Supporters include LSI Logic, Seagate, Adaptec, and others

FAIS (Fabric Application Interface Standard)

- Complete standard expected in 2006
- Supporters include Cisco, Troika Networks, iVivity, and others

SATA II (Serial ATA II)

- Formally adopted in July 2004
- Supporters include EqualLogic, Maxtor, Ario Data Networks, Hitachi, Silicon Image, LSI Logic, and others

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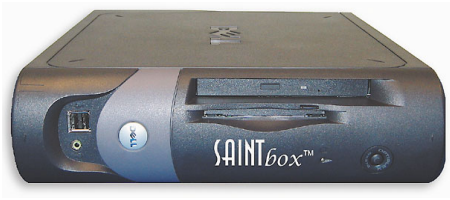

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IT Standards & Technologies Primer

Continued from Page 1

open one. For an IT buyer, the problem with de facto standards is that a single vendor has complete control over the product.

But the open standard can be a boon for manufacturers as well. Collaborating on research and development with other companies can free up company resources. And adopting uniform technology lets them hedge their bets in the marketplace. While they can't completely dominate that technology with a monopoly, they also don't have to worry about being dropped in favor of a different de facto.

Open Standard Development

Typically the process to develop open standards is a years-long ordeal with many steps before ratification. Development usually begins when a standards body is petitioned by a vendor or other party interested in getting a new technology or the refinement of an old technology standardized.

From there, the organization will vote to accept the proposal. If accepted, the project is typically sent to a working group (either formed for this project or already existing and working on similar projects).

Members from far-flung locales usually make up the working group. Quite often they are manufacturers working on R&D for products using the technology being standardized. Others in the group could be experts and researchers from nonprofit and government sectors. They bring their individual findings together through long-distance collaboration and occasional meetings. This collaboration will result in the writing of a working draft. As the group refines this working document, the group must come to a consensus on all matters so it can disseminate a more polished review draft for validation and wider review.

The validation process is one of the last steps before publication. The draft is put out for public review so any interested individual can propose refinements. Manufacturers can also raise objections or point out possible problems with the new standard. The standards body's higher-ups review the comments and make changes when appropriate. From there, the text is finalized and the draft is put in for approval by the organization's decision-making authority. Once approved, the standard is finally published.

Who's Behind The Madness?

So who are these shadowy figures who decide how our new technology will look on the assembly line (or on the computer screen, in the case of software)? No, they aren't the Illuminati. Most standards organizations are made up of normal folks looking to better the industry, such as manufacturer representatives, researchers, and government types.

Dozens of organizations develop, publish, and disseminate standards for widespread adoption. Below are some of the most influential.

Typically the process to develop open standards is a years-long ordeal with many steps before ratification.

ISO. The biggest standards body in the world, ISO is best known as the publisher of the well-used ISO 17799 security standard and its OSI Reference Model. Because ISO is a federation of smaller standards organizations, it rarely develops the standards itself. Instead, it directs the other organizations and publishes the standards after approving their work.

ANSI. ANSI is the American arm of ISO. Like ISO, ANSI itself does not create standards; it simply publishes information technology and computer standards in the U.S. It is also tasked with coordination and accreditation of those groups that really do develop the standards.

ITIC. Labeled an SDO (Standards Developing Organization) by ANSI, ITIC is one of the groups that does the legwork in the development of IT standards. The group is composed of representatives from dozens of companies throughout the industry who are interested in collaborating for the greater good.

IEEE. Primarily a professional organization for electrical engineers and others in the electronics field, the IEEE also manages a sizable standards development operation. The group is best known for its work on the IEEE 802 Project, which has developed many of the Ethernet networking technologies in use today.

NIST. One of the oldest standards organizations in the world, NIST is a federal agency under the U.S. Commerce Department's Technology Administration. Founded in 1901, this nonregulatory body develops and promotes measurement, standards, and technology in all industries. NIST provides test beds for evaluating and implementing standards. The group also spends time developing the most accurate measurement tools that are critical for the development of uniform electronics standards.

W3C. The World Wide Web Consortium is an international group that commits itself to the creation of Web standards and guidelines. W3C was established by those who invented the Web in order to build consensus around Web technologies. By publishing open standards for Web languages and protocols, W3C has kept the Web unified without quibbles over competing technology.

SNIA. The Storage Networking Industry Association is a trade group dedicated to advancing the adoption of storage networking solutions. It has a myriad of technical groups that focus on building new storage technology, refining older solutions, and creating vendor-neutral standards that the industry can run with.

IETF. Working under ISOC and its advisory board, the IAB, the Internet Engineering Task Force helps develop Internet and TCP/IP standards. The group prides itself on its openness, accepting all individuals interested in helping to further the technology that keeps us connected. Its membership ranks include network designers, operators, vendors, and researchers from around the globe.

Stay In The Know

Understanding the standard development process and who is behind it can help you become a better buyer. For example, if your business is looking into rolling out a major wireless project in two years, it would behoove you to keep track of what the IEEE has coming down the pike in 12 to 18 months. It is likely that a standard ratified during that period will be adopted for new products by the time you are ready to implement.

To learn more about what's going on in standards and technologies in different IT sectors, see the other Cover Focus articles in this issue. Educating yourself in advance will give you better information when deciding between becoming an early adopter for a technological edge or sticking with older technology for its proven reliability. P

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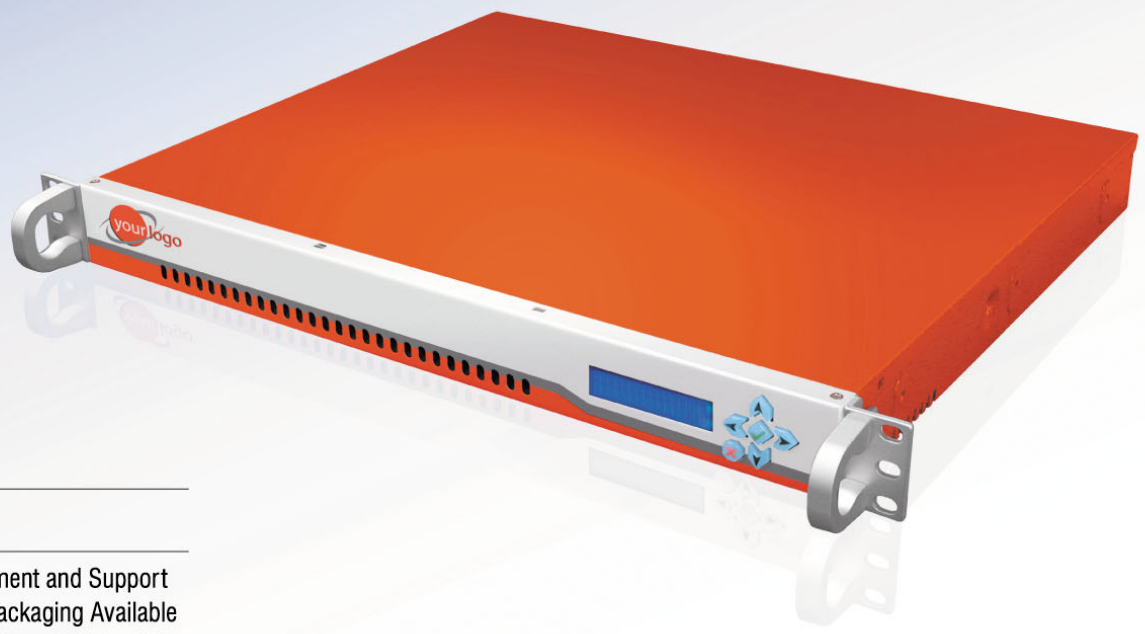

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Three-Factor ID

Continued from Page 1

security policy in the first place. But a lot of companies with fewer than a thousand employees do not have a security officer working with IT."

Frances Zelazny, director of corporate communications for Identix, says security "is really about a process and how the back-end process is actually set up. The bottom line with any security system is the trade-off between convenience, cost, and the access you are trying to protect."

Zelazny notes, "Everyone treats security as a cost center," with no offsetting immediate benefit.

The Case For Biometrics

Corporations also may have outdated notions of what is cost-effective. The standard five years ago was a keypad, where a user entered an ID code. The pads are cheap and reliable. But the IT department has to maintain a help desk to reset the access code when someone forgets it or says the code has been compromised. Likewise, a password system to access a terminal or a network is cheap to implement. But employees tend to use weak passwords or even leave them within easy reach. And the IT help desk will spend time resetting passwords that users forget or compromise.

A person's thumbprint will never change. But a few years ago, biometric readers were expensive and unreliable. "There's been a radical change," says Hedaya. "We started our business pre-9/11, and I could not find anything that worked. It took a year and a half to find the right technology partners."

Hedaya notes the advantages of thumbprint scanners rather than low-resolution imaging chips, even though the chip-equipped readers are a third to half the price (roughly $40 compared to $100) for readers that guard computers. The Zmouse (a scanner built into a mouse) sells for $100 to $120. Door-entry thumbprint readers sell for about $200. The chip-based scanners have improved, as well, in part due to higher resolution and in part to better software.

Considering the cost of help desk time, the thumbprint scanner may save money. It is clearly more secure, as well. "It is easier, faster to log into your system using a thumbprint reader than to type a password," says Furst. "And the system can get you back to exactly where you were when you stepped away."

The Computer Insurance Institute estimates that 1.2 million laptops and PDAs are lost between hotels and airports each year. "What is the real value of the computer? A lot more than the equipment cost," Furst says. A thumbprint activation system (IBM's and HP's are built into some models; others use a USB connection) is a cheap investment by comparison.

Almost Science Fiction

Companies that have special security needs may be surprised at what's available. "We have a lot of equipment that isn't in the catalog, including an ultrasonic scanner that can read a fingerprint through latex gloves," says Furst.

> **"We never sell equipment alone. There's always software. We can sell a turnkey system or network security package."**
>
> *- Sidney Furst, Access Denied Systems*

Index Security sells a USB flash memory stick that is thumbprint-protected. It does not require any software to be installed on the host computer, so it can easily be moved from machine to machine, yet only the owner can activate it. Costs range from about $160 to $280 depending on the memory capacity.

One of Index Security's clients wanted RFID cards that could be read at long range. RF readers would be embedded into the corridor walls to keep track of employees' every move. The system was not implemented, he says.

"Video software alone can cost you $3,000 to $4,000 depending on the type of tracking solutions," he says. "Let's say someone lifts a handbag. I can backtrack to see the handbag, circle it with a wand, and tell the software to show frames where the bag shows up later in the building."

The Security Plan

"We never sell equipment alone," says Furst. "There's always software. We can sell a turnkey system or network security package."

The most important link is the one between the personnel office and IT. "You don't need to have a full-time security person to administer a biometric system within a corporation, but you would need an IT person," says Zelazny.

Furst says, "One of the easiest things to keep track of is the departing employee. HR knows who leaves. They send a memo to IT to disable the account. Period. It's over. If there's no onsite IT, does HR have to make a phone call for someone to come out and disable an account?" If such a company is your customer or client, do not take security for granted. Such firms may be the source of leaks about your proprietary processes or technologies or critical items such as customer lists.

There's also a need to keep track of logons. "The Justice Department Web site has a section on cybercrimes," says Furst. "There's the story of a young accountant who got into a standalone computer at Cisco Systems and used it to issue $6 million in stock to himself. He had no right to be on that computer."

"We've also been selling to small communities. A housing inspector at one noted that all of the blueprints and floor plans in town, for government as well as public buildings, are on one computer running AutoCAD, and nine times out of 10 when they walk in, there's no one else around or using the computer."

The Experts' Advice

- Make sure the link between HR and IT is fast and foolproof so that terminated employees lose access immediately.
- Decide how valuable an asset is before setting a budget to defend it.
- Consider hardware such as thumbprint scanners to substitute for network passwords as well as for physical security.
- Check on security at suppliers, professional contractors, and sometimes even customers.
- Investigate specific laws such as those that seek to protect credit card or medical data, as well as Homeland Security, and improve your security to fit.
- Don't be afraid to ask about special technology. It may exist, and your security consultant can usually obtain it for you.

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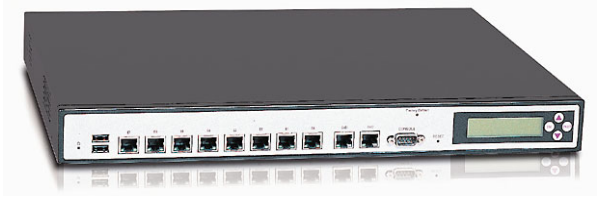

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The Security SMEs Require

New Standards & Technologies To Keep IT Safe

by Douglas Schweitzer, Sc.D.

• • •

MYRIAD BLENDED EXTERNAL security threats, along with the mobility of staff notebook computers that can infect networks from the inside, raise the importance of network security for the small to medium-sized enterprise. However, most SMEs still work within restricted capital and resource budgets, and purchasing separate firewalls, IDP systems, and antivirus gateways may be beyond their reach.

To stay competitive, SMEs require a low cost of ownership and a quick return on investment on their IT equipment. To address this challenge, several manufacturers are working on new standards and technologies to offer best-in-class security at an affordable price.

Action Plan

To remain competitive, your business needs to integrate the most up-to-date technologies into its security strategy while not losing sight of the organization's objectives and financial and personnel resources. Part of this planning must include periodic assessment of the strategy's effectiveness and affordability.

While maintaining the latest technology is a worthy goal, doing so at the expense of company resources or the company mission is not. When looking toward future security technology purchases, be sure to include products that support policy development and implementation, infrastructure strategies, virus/malware education, disaster recovery, and incident response.

Many companies are making it easier for you to find products that incorporate all the security necessities you need at prices that won't break your SME's budget. According to Kevin Beaver, president of information security firm Principle Logic, "Network-based spam solutions from companies like Barracuda Networks and ASP-based solutions like Singlefin, which require minimal administration, are now reasonably priced for SMEs to be able justify the purchase."

The New Wi-Fi Standard

Although it's extensive in its popularity, 802.11 WEP fails to adequately secure the majority of applications running within SME LANs. The Wi-Fi Alliance, formed to certify interoperability of wireless LAN products, is defining WPA to speed up the availability of powerful, effective, standard-based wireless LAN security. Wireless networks are ensured privacy via WPA's use of 128-bit encryption keys and dynamic session keys.

WPA is available in the form of WPA-Personal, which protects against unauthorized network access by establishing a setup password, or as WPA-Enterprise, which uses a server to authenticate network users. WPA boasts the added plusses of interoperability and strong data protection via encryption, user authentication, and restricted access control.

New Defense For Blended Threats

Since inception, CyberGuard's SG division has concentrated on business-class security appliances with the lowest cost of ownership. It is continuing this tradition with unique UTM (Unified Threat Management) devices that provide world-class defense against blended threats in a single cost-effective unit that fits most SME requirements. To this end the SG division has focused on adding UTM capabilities to its SG500, SG600, and SG700 series appliances. Many of those products already incorporate a stateful inspection firewall, IDS, and SPE (security policy enforcement). These are being bolstered with IDP, antivirus email scanning, and email spam filtering, therefore providing SMEs with powerful cost-effective UTM appliances, many of which have an MSRP well under $1,000.

Support For Next-Generation Connectivity

On the connectivity side, the SG division is also creating wireless and gigabit-capable UTM appliances for SMEs, and it is incorporating IPv6 and SIP support for today's expanding voice/data

requirements. Most of the range will also support load balancing and high availability, which are normally associated with enterprise products. CyberGuard's SG division is also creating a unique wireless UTM appliance with secure network storage and network printing capabilities that will let SMEs create an instant office from a sub-$1,000 appliance.

Better Spam Protection

GFI MailEssentials 11, GFI's new version of its server-based antispam product, improves on the product's existing spam filtering techniques, which include Bayesian filtering. It also introduces new features that guarantee a maximum spam detection rate while drastically reducing false positives. The latest version includes SURBL (Spam URL Real-time Blacklists) checking, to detect spam based on URLs in the message body; enhanced protection against directory harvesting attacks; a user's instant view of emails from people who have never emailed him or her before; and the ability for administrators to configure custom RBL servers.

Better Endpoint Security

Safe Access is part of StillSecure's integrated suite of network security solutions. Safe Access is an endpoint policy compliance solution that protects the network by ensuring that endpoint devices are free from threats and in compliance with IT security policies. Safe Access systematically tests endpoints for compliance and quarantines non-compliant machines before they can damage the network.

Because network infrastructures differ from one enterprise to another, Safe Access offers multiple testing options to enable compliance enforcement on all types of devices, including internal, remote, foreign, and wireless endpoints. Test options include Agentless (no client-side agent required), the ActiveX plug-in (tests through Web browser), and the StillSecure agent (tests through installed client). Pricing starts at $40 per user with volume discounts available.

Technology In The Security Sector

Technology for security at small to medium-sized enterprises has evolved significantly in the last few years. This timeline shows how recently the newest technologies for these major companies was released.

Company	Technology	Date Introduced Or Available
Texas Instruments	WiFi chip with built-in security	April 2005
CyberGuard	Security appliances with unified threat management capability	Q4 2005
GFI	SURBL (Spam URL Real-time Blacklists)	April 2005
StillSecure	Compliance enforcement of end-point security	Q2 2005

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IT's Need For Lightning Speed

Faster Access Through 10 Gigabit Ethernet

by Curt Harler

• • •

EVERY LAN THAT FEELS the need for speed should get to know 10 Gigabit Ethernet. Used to provide high-speed access to file servers and applications, 10 Gigabit Ethernet (10GBASE-T) falls under the IEEE's 802.3a standard. Simply put, 10 Gigabit Ethernet is a telecommunications technology that offers data speeds up to 10 billion bits per second.

By next year, a 10GBase-T standard that is in the working stage today should be approved, allowing 10 Gigabit Ethernet to operate over special Category 6 cable. "As Gigabit Ethernet becomes the standard interface of personal computers, 10GE becomes a necessity for the networks," says Nan Chen, president of the Metro Ethernet Forum. The MEF is the Carrier Ethernet Standards body to accelerate worldwide adoption of Carrier Ethernet networks and services.

Chen says that IT personnel at any small to medium-sized enterprise should look at 10 Gigabit Ethernet as an upgrade pass to replace Gigabit Ethernet in the corporate backbone. But be careful what you choose. "We'd recommend 10GBase-SR," John George, systems engineering manager for OFS, says, weighing the cost vs. distance trade-off. "It would be 30% cheaper than other options."

OFS, a Lucent spin-off owned by Furukawa Electric, makes fiber and is therefore equipment agnostic. "We want SMEs to have the lowest-cost total solution," George continues. "That will encourage deployment of fiber." While there are changes coming in copper, George says, "10 Gig will be the resting place for copper in bandwidth increases." He notes that standard Cat 6 will go 30 to 50 meters while the newest standards require 100 meters from closet to desktop.

Gaining Popularity

Research firm RHK interviewed 55 organizations across North America from a variety of industry verticals and found SMEs are interested in 10 Gig. "We found widespread interest and deployment of Ethernet services across these enterprises," says RHK Senior Analyst Brian Van Steen. "The scalability and flexibility of Ethernet is well suited to meeting the growing bandwidth demand and, given its far-reaching knowledge base among IT professionals, Ethernet is seen as a simpler, more cost-effective way to link internal departments as well as connecting to external customers and suppliers." The leading supplier names in the 10G market include Cisco, Extreme Networks, Force10, Foundry Networks, Nortel, and 3Com.

Ethernet has evolved from a pitiful 10Mbps speed to 10GBps today. Experts say a 40GBps standard is just down the road. Anything that happens in Ethernet is important to SMEs as more than 95% of the world's LAN-connected personal computers use Ethernet, according to the TIA (Telecommunications Industry Association).

Gigabit Ethernet (that's 1,000-Mbps) hit the market in 1997, and the IEEE approved 10 Gigabit Ethernet in 2002. Nortel's 8600 is one of the newest products, working with copper and fiber Ethernet including 10G, ATM, and WDM. It was formerly part of the now-upgraded Passport 8000 Ethernet Switch Series.

Foundry Networks' JetCore-based systems include advanced Layer 2/3 feature sets with support for 10/100 Ethernet, Gigabit Ethernet, and 10 Gigabit Ethernet interface modules. Its FastIron 3208RGC has 32 ports of 100/1000 auto-sensing, auto MID/MDIX Gigabit Ethernet over copper interfaces; eight mini-GBIC slots; and one expansion slot that can accommodate an additional Gigabit Ethernet, redundant management, or 10GbE module.

Companies that expect to grow might want to look into the Force10 Networks TeraScale E-series switches. They offer up to 672 Gigabit Ethernet ports or 56 of the 10 Gigabit Ethernet ports per chassis.

Going To Greater Distances

TIA notes that the cost of 10 Gigabit Ethernet switches has dropped by about 85% since their introduction. Cost per port, averaging $55,000 in 2002, was about $7,500 last year and continues to slip. TIA says that savings is the result of newer modular port technologies such as XENPAC and XFP, which are less expensive to manufacture.

The typical desktop computer comes equipped with Gigabit Ethernet connections for the LAN. All that is needed is something for the WAN. The basic 10 Gigabit Ethernet standard will undergo little change, although vendors will release new products at frequent intervals.

"The 10 Gigabit Ethernet standard was completed in 2003 by IEEE 802.3ae Task Force," Chen states. TIA says that 10 Gigabit Ethernet will take off as last-mile fiber becomes available to more SMEs. 10GBase-T, a new draft standard some observers expect to be approved in 2006, will allow 10 Gigabit Ethernet to run up to 330 feet over the new Augmented Cat 6 cable. This will eliminate the need for fiber between computers—and will require some thought when IT personnel cable and deploy their computers. A 10GBase-SR will work up to 300 meters, and a 10GBase-LX4 will support 300 meters over multimode or single fiber. In addition, a 10GBase-LRM provides 300-meter connectivity over legacy fiber.

"It is not clear what the outcome will be," George says. Each will have its niche, and all are worth keeping an eye on. According to 3Com, "10 Gigabit Ethernet presents an opportunity to scale the performance of network cores to meet the increasing demands of users and applications." As per-port prices of 10 Gigabit Ethernet gear come into cost/performance line with those for 1 Gig, look for wider deployment of 10 Gig Ethernet at SMEs.

Ethernet Standards

Stretching back to 1983, Ethernet standards have come a long way since the introduction of 10BaseT. And they continue to evolve; 10GBase-T is the latest standard, expected to enter the market next year.

Year	Name	Standard	Speed
1983	Ethernet (10BaseT)	IEEE 802.3	10Mbps
1995	Fast Ethernet (100BaseT)	IEEE 802.3u	100Mbps
1998	Gigabit Ethernet	IEEE 802.3z	1,000Mbps
2002	10-Gigabit Ethernet	IEEE 802.3ae	10,000Mbps

SOURCE: TIA

Action Plan

Completed in 2002, 10 Gigabit Ethernet is a mature standard. If last-mile fiber is available at your office park, 10 Gigabit Ethernet is in your future. The only real question is which flavor.

Small to medium-sized enterprises migrating to Gigabit Ethernet for personal computers will be forced to consider 10 Gigabit Ethernet for the network. The 10 Gigabit standard is currently ready for deployment, but enhancements to the standard are coming. One will be 10 Gigabit Ethernet over Cat 6 cable. A new draft standard, 10GBase-T, which should be approved in 2006, will allow 10-Gigabit Ethernet to run up to 330 feet over the new Augmented Cat 6 cable, eliminating the need for fiber between computers.

Before an SME takes action, management should examine the speed/distance trade-off. Unless the enterprise needs lightning speed, 10GBase-SR is probably the most economical way to upgrade. It will work up to 300 meters (triple 10GBase-T's distance). 10GBase-LX4 is also worthy of consideration, as it supports 300-meter distances over multimode or single fiber. For sites with legacy fiber, 10GBase-LRM also offers 300-meter connectivity.

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The Wide World Of Wireless

New Technologies Are Constantly Evolving

by Elizabeth Millard

• • •

As wireless technology gets ever more refined, standards evolve and shift. For some small to medium-sized enterprises, the standards du jour don't make much difference as long as they stick with one or two vendors that will update their systems periodically.

But for many others that put together a variety of equipment from a range of vendors, knowing about standards could prevent interoperability problems down the line. Here are some major standards that have either been released recently or are working their way through development.

802.11

The 802.11 specifications being developed by the IEEE are wireless standards that specify an "over the air" interface between a base station or access point and a wireless client.

The first in the family, 802.11, applies to wireless LANs and provides 1 or 2Mbps transmission in the 2.4GHz band. An extension to that standard, 802.11a, provides up to 54Mbps in the 5GHz band, followed by 802.11b, also called Wi-Fi, that provides 11Mbps transmission in the 2.4GHz band. The most recent entry in the family, 802.11g, provides over 20Mbps in the 2.4GHz band.

The latest candidate to push for standardization is 802.11n, a successor to the a/g standard that's aimed at consumer applications such as HDTV and streaming video. The standard has gone through some wrangling among different technology groups, which have argued about what should be included in a unified standard. But some compromises in early March have left advocates hopeful that the standard will be approved in the summer. The upshot is that 802.11n looks to be the next big thing, but until it starts appearing in development projects, SMEs should swim in the 802.11g pool for a little while longer.

WiMax/802.16

The IEEE 802.16 standard, more popularly known as WiMax, is a wireless metropolitan area network technology that has a theoretical data throughput of approximately 75Mbps operating mainly at 2.4, 3.5, and 5.8GHz. Still a work in progress, the current standard was ratified last year, but trials are still being conducted to determine its effectiveness.

WiMax's major use is in aggregating Wi-Fi hotspots, a boon for metropolitan areas that want to extend the reach of DSL and boost adoption of mobile broadband. For companies, the standard will be important for its ability to increase ubiquitous access, but for right now it seems to be on a wait-and-see basis. Last year, research firm Gartner Group predicted that mobile broadband would account for half of WiMax equipment revenue in 2009, but if deadlines for standardization slip, the technology might be much less successful than hoped.

CAPWAP

The CAPWAP (Control and Provisioning of Wireless Access Points) architecture has been proposed to be a successor to another architecture, the LWAPP (Lightweight Access Point Protocol).

With CAPWAP, there's centralized intelligence in a wireless switch or gateway to address issues related to roaming, rogue detection, redundancy, and power tuning. The LWAPP draft, meanwhile, brings together discovery, control, and data processes into a single protocol. There's been some discussion about which LWAPP protocols can be used and which areas are in need of some innovation. Most likely, CAPWAP will end up being a protocol suite rather than a single protocol.

CCX

The CCX (Cisco Compatible Extensions) program for WLAN devices ensures compatibility with Cisco infrastructure and third-party devices that have been given the stamp of approval by the company.

First launched in 2003, CCX was unveiled as a free licensing agreement to enable interoperability among client adapters and mobile devices that used Cisco Aironet WLAN infrastructure. Although Cisco noted that the program was available only to a select group of strategic silicon suppliers, most of those manufacturers are large enough that together they compose a major portion of the market. They include Agere Systems, Atheros, Atmel, Intel, Intersil, Marvell, and Texas Instruments.

Soon after its grand unveiling, Cisco began introducing new features, including IEEE 802.1X authentication type PEAP and compliance with Wi-Fi Protected Access when using various IEEE authentication types. The company also built in WLAN infrastructure capabilities that improved roaming performance and management.

The direct result for SMEs with many of the current wireless standards discussions and technology developments is minimal. Most likely, battles being waged between CAPWAP and LWAPP advocates won't be felt directly in the data center. But we may see the effect years down the road, when wireless technology is more streamlined and everyone is adhering to the same standards.

Standards In Wireless Technology

Wireless standards are continually developing and improving. This chart shows the major players in wireless standards and their introduction dates, if they have been released yet.

Standard	Introduced	Supporters
802.11a/b/g/n	1997, in continual development	Most major manufacturers, such as IBM and Lucent
WiMax	2000	AT&T, Sanyo, LG Electronics, Juniper Networks, Microsoft, Nokia
CAPWAP	Still in development	
CCX	2003	Agere Systems, Atheros, Atmel, Hewlett-Packard, IBM, Intel, Intersil, Texas Instruments

Action Plan

Although many of the standards debates and discussions don't directly affect IT departments' daily decisions, it is good to keep up with standards as they're introduced and know which ones are important for your business. Here are some tips for interoperability at your company.

- Be consistent. If a network is 802.11b, don't buy devices that are 802.11a. Although later standards, such as 802.11g, will work with standards such as 802.11b, it's best to have the entire network on one standard.
- Avoid mixing gear from different vendors unless you talk to both companies and confirm that they'll play well together.
- Make sure devices are future compatible. For example, a device that's only 802.11a might be cheap, but it might not work well with network additions.
- When buying Wi-Fi devices, look for products certified by the Wi-Fi Alliance.

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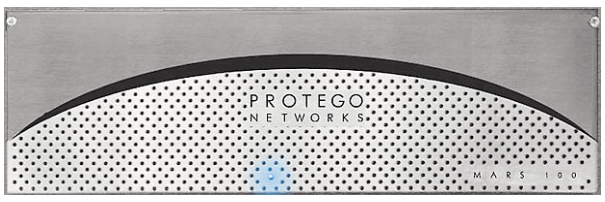

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PRODUCT RELEASES

ADAPTERS, CONTROLLERS & NETWORK INTERFACE CARDS

■ **ACARD** introduced the ARS-2033S, a PCI-based CD/DVD copy controller that manages up to seven writers, and the ARS-2039, which can handle up to nine writers. Both controllers feature an LCD for device feedback and single-button burning controls and support popular DVD burners from NEC, Pioneer, Sony, Lite-On, and BenQ, among others. When combined with ACARD's AEC-4420P USB link, the devices turn into external DVD-writer controllers. ACARD also recommends using the Ha! DVD Burner recording software.

BACKUP

■ **Nexsan**, along with **Diligent Technologies**, have announced a new enterprise-class virtual tape backup and recovery product that combines Nexsan's SATA/ATA-based hard disk arrays and Diligent's VTF Open software. The software lets hard drive arrays emulate tape libraries for greater speed and reliability and provides 2:1 compression, reducing storage needs by half.

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■ The new Business Continuance SafeGuard 30m series provides speedy disaster recovery over long distances, according to **Unisys**. The company claims the ability to recover Microsoft clustered applications in less than 30 minutes from sites more than 186 miles away. The Business Continuance SafeGuard 30m is based on Unisys's ES7000 server.

DATA COMMUNICATIONS

■ **ADC** released the OmniReach Multi-Fiber Service Terminal for FTTX (Fiber-To-The-X) networks. Durable enough to withstand outside conditions, the unit comes in two-, four-, six-, eight-, or 12-port versions and requires no enclosure. Customers can mount the OmniReach to just about any surface, in almost any orientation. In a partnership with Corning Cable Systems, the OmniReach features rugged OptiTap connector housings. ADC's other FTTX products include Fiber Distribution Terminals, Fiber Access Terminals, Passive Optical Splitter Modules, and Wavelength Division Multiplexer Modules.

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■ **Cisco Systems** introduced the XR 12000 family of routers, designed for the IP next-generation networks of medium-sized and large businesses. The routers include Cisco's Internet-working Operating System XR software, which is an upgradeable operating system. Cisco's In Service Software Upgrades can deliver patches that improve security and add new features and services. The routers are capable of 2.5Gbps and up to nX 10Gbps per slot. Available in June, the XR 12000 will start at $45,500, with upgrade options starting at an additional $12,500.

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■ **Encore Networks** announced the IP + Legacy Router ILR-100, a compact VPN router platform with the same functionality as the IBR model. The new ILR adds an optional cellular wireless link to the product family, and it connects almost any commonly used data terminal over an encryption-secured cellular connection as the primary link or as a backup to an IP-over-Ethernet uplink. There are four ILR-100 models to satisfy the needs of different organizations.

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■ **Packeteer** is targeting its plug-ins at enterprises that want to manage P2P traffic. Customers download the plug-ins and install them on Packeteer 7.1, which resides on the PacketShaper device. The plug-ins support eXeem, Hopster, Share, and Winny and let users manage the bandwidth that P2P applications use. For example, customers can choose to block P2P traffic entirely or simply limit the bandwidth.

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■ **Paradyne's** new Ethernet network extenders are available for enterprises that want to combine T1 and E1 circuits. According to Paradyne, the TNE (T1 Network Extender) and ENE (Ethernet Network Extender) increase connection speeds to up to 16Mbps. The TNE/ENE systems require an extra cable and are not restricted by 100-meter copper wire limitations. The units support layer 3 and 4 awareness and boast QoS mechanisms. Customers can buy four-port (TNE1544 and ENE2044) or eight-port versions (TNE1584 and ENE2084). Paradyne's 4000 and 12000 BLC (Broadband Loop Carrier) platforms support the TNE and ENE devices.

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■ **Symbium's** ISAC (Intelligent Secure Autonomic Controller) is designed for businesses that need automated server management. ISAC includes a policy-based software engine that plugs into the host server's PCI or PCI-X slot. The device's software can perform several tasks, including preventive maintenance routines, task and software blocking, and

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Combat Bluetooth Hackers

AirDefense Monitoring Device Helps Organizations Keep Hackers In Check

by Frederick Nevin

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MORE THAN 250 MILLION Bluetooth devices are in operation worldwide, and that number is expected to reach 1 billion during the next two years, according to industry projections. This trend is bringing with it major headaches for IT departments. Bluetooth units are shipped with unsecured default configurations, which leave a gaping hole in security and an open door to attacks from Bluetooth hackers.

Companies have tried to address the problem by implementing a "no Bluetooth policy" to prevent employees from even bringing these devices into the organization, but policy alone isn't enough. To help further fight the problems that Bluetooth presents, companies are now creating security products that help IT managers identify these Bluetooth devices. AirDefense BlueWatch is one such product. BlueWatch, designed for PDAs, works by scanning the air space and communicating back to a central server. The server analyzes the data to provide scalable, centralized management of all wireless deployments.

BlueWatch helps an organization identify rogue and insecure Bluetooth devices (laptops, keyboards, and cell phones) in wireless environments from up to 300 feet away. "A general misunderstanding exists that Bluetooth devices connect with another Bluetooth device within a range of 10 to 20 feet," says Subra Viswanathan, AirDefense director of engineering. "Therefore the risk of a stranger in the parking lot picking up the signal for malicious purposes is disregarded," says Viswanathan. "As nearly every laptop, keyboard, pocket PC, and cell phone shipped are Bluetooth-enabled, companies will come to depend on Air Defense BlueWatch to provide visibility to the presence of insecure or rogue Bluetooth devices that pose security risks to the corporate network."

SNAPSHOT

AirDefense BlueWatch

$395

Helps identify rogue and insecure Bluetooth devices in wireless environments

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www.airdefense.net

BlueWatch helps administrators identify which Bluetooth devices are in their air space and how these devices are communicating. It also provides information on key attributes, including device class, manufacturer, and signal strength; illustrates communication or connectivity among various devices; and identifies services available on each device, including network access.

There are several other products available to help monitor wireless airspace, including Red-alert PRO from Red-M.com and Cloak r5 from Mobile Cloak. Like BlueWatch, both products provide Bluetooth security. The Red-Alert PRO works with or without wireless technology. It monitors continuously for Bluetooth activity on the network. The mCloak r5 controls incoming and outgoing wireless transmissions and makes a company's wireless data invisible to uninvited wireless signals that are trying to communicate.

Such products are critical, as Bluetooth hackers have been able to enter a system and steal everything from a user's calendar and contact list to emails or text transmissions. Hackers have also been known to interrupt transactions.

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PRODUCT RELEASES

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real-time fault analysis. The ISAC also comes with KVM-over-IP features that include remote power and reset controls. Symbium's Management Console can stand alone or integrate with HP OpenView or IBM Tivoli. Administrators can use a single Management Console to manage sever ISACs. The device supports Windows and is available for subscriptions of $62 per month per server.

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■ **Unicom's** DynaGST/1602G Gigabit Ethernet switch, is designed to resolve traffic congestion at the core of the network. The DynaGST switch provides two SFP GBIC Gb slots for network connections. The switch features an Auto MDI/MDIX function for each port, supports store-and-forward switching, and autolearns and stores source addresses on a 4K MAC address table.

GRAPHICS & VIDEO

■ **Sony** added to its LUMA series of LCD monitors with five two-piece models: the LMD-152S, LMD-172WS, LMD-212S, LMD-232WS, and LMD-322WS. These models feature ChromaTru color-processing technology, which adjusts chromaticity coordinates, color temperatures, and gamma curves. Sony also introduced four one-piece SD monitors: the 14-inch LMD-1410 and LMD-1420 and the 20-inch LMD-2010 and LMD-2020. All of the monitors display a 640 x 480 VGA resolution and can be easily mounted on a rack or wall. Additionally, Sony's new rackmount multimonitors include the LMD-4420 and the LMD-5320, which feature wider viewing angles and improved brightness. Sony has also released the LMD-9050, a 9-inch SD/HD handheld monitor which has built-in HD-SDI capability and can display 720/50P signals.

POWER DISTRIBUTION SYSTEMS

■ **Emerson** introduced the Liebert FPC and FDC power distribution systems, which add new features to the Liebert Precision Power Center and Liebert Remote Distribution Center. The systems have a reduced footprint to fit in a standard 19-inch Foundation rack. The 47-inch model of the Liebert FPC has a top cable exit, more subfeed breakers, and four inline panel boards. The unit has rear panel boards for simplified installation and has IR scanning and maintenance. Status information is available from local and remote monitoring. The FDC has a top cable exit; enhanced monitoring with Modbus output; isolated ground bus bars; and dual input, allowing the front and rear panel boards to be fed from separate buses. Emerson also announced the NterpriseIP Solution, a plug-and-play DC power solution packaged in a self-contained cabinet. The solution offers flexible configurations to meet the needs of any manufacturer's IP telephony switch and provides less heat output and increased efficiency with its Six Nines (99.9999%) reliability. The prewired, 19-inch mounting cabinet houses DC power, two batteries, cabling, accessories, and room for customers' equipment. Also provided is an integrated AC box with internal AC prewired distribution.

SECURITY

■ **Acrosser** unveiled the AR-M9939, a low-power Internet security appliance. The fanless microbox comes with a choice of a 400MHz or 733MHz Pentium III-grade processor. The AR-M9939 features LAN bypass functions and a Broadcom LAN controller that delivers 10/100/1000 Ethernet. The high-performance 733MHz model includes hardware encryption, which offloads the processor and improves CPU utilization by as much as 30%. The AR-M9939 supports both Linux and Microsoft platforms.

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■ **Barracuda Networks** introduced Barracuda Spyware Firewall, an anti-spyware and Web-filtering gateway appliance with plug-and-play functionality. As a hardware-based product, it does not require the patch downloads and other maintenance associated with software-based spyware protection. The Barracuda firewall incorporates file-type blocking, dual-layer virus checking, and archive decompression. It also protects by monitoring for sites on a spyware blacklist and blocks downloads of unauthorized .CAB, .OCX, .EXE, and .DLL files. Barracuda Spyware Firewall will be available in three models with prices ranging from $1,999 to $5,999.

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Keeping An Eye On The Enterprise

AdventNet Updates Its Web-Based Monitoring Solution

by Joseph Pasquini

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IT'S COMMON KNOWLEDGE that enterprise systems should be regularly monitored to ensure functionality and dependability. Technology and business managers know all too well that even just a few moments of downtime of a critical system or application can have an adverse impact on the company's bottom line. With the release of ManageEngine Applications Manager 6 GA, AdventNet has provided system administrators and operators with a monitoring tool designed to proactively address enterprise needs.

"A reliable infrastructure is crucial for customer service, controlling costs, and maximizing productivity. Hence, it becomes essential for an enterprise to properly manage its IT infrastructure and applications," said Hyther Nizam, product manager for AdventNet.

Using a Web-based graphical interface, Applications Manager is designed to detect frequent downtimes and delayed response times in application servers, databases, systems, services, and Web sites. With its ability to group diverse objects as a single entity, the console offers different views to monitor resource characteristics: Business Application, Monitor Templates, Alerts, and Reports. A separate view is provided for administrative operations. In addition, Applications Manager is designed to integrate with OpManager, AdventNet's network management product.

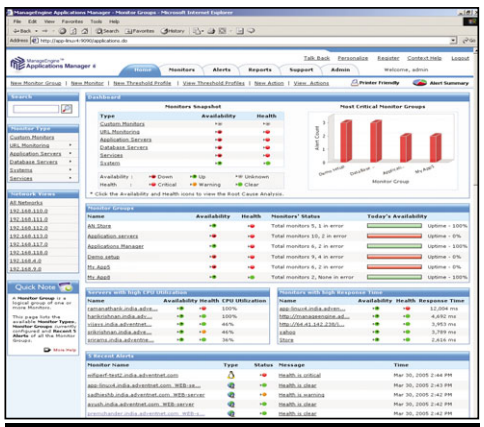
Web site monitoring features URL monitoring, URL sequence monitoring for end-to-end verification of interactive transactions, and URL content monitoring to verify page content. WebLogic, WebSphere, JBoss, and Tomcat application servers are supported. In addition, Application Manager can also be configured to monitor custom applications via its support for building consoles for MX4J, JDK 1.5 (JMX 1.2), WebLogic, and JBoss.

Supporting Oracle, MySQL, and Microsoft SQL databases, Application Manager is capable of monitoring performance, availability, and usage statistics such as connection time and the number of user connections.

System monitoring features observation of system load, disk utilization, memory utilization, and CPU utilization on Solaris, Linux, and Windows platforms. Comprehensive management reports can also be generated.

Application Manager informs administrators of impending trouble through email, SMS, and forwardable SNMP traps. Custom scripts can be executed, as well. A root cause analysis of application and server difficulties can be generated, as can reports and graphs, to document performance and accomplish trend analysis.

Other products, such as Mercury Interactive's SiteScope, NetIQ's AppManager, and most notably Wily Tech's Introscope with its component-level views, offer real-time application and back-end monitoring and management capabilities similar in scope to that of Applications Manager. NetIQ's AppManager even offers VoIP management for Cisco Systems and Nortel Networks devices. None of the competition, however, presents a pricing methodology as unique as that offered by AdventNet. Application Manager is available in two editions: a free version that can monitor up to 10 instances and a Professional Edition for enterprise usage.



SNAPSHOT

AdventNet ManageEngine Applications Manager 6 GA

Starts at $995 for a single user

Monitors application servers, databases, systems, services, and Web sites in a complex IT infrastructure

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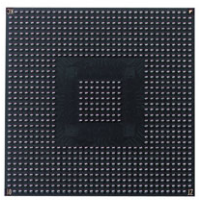
Embedded Storage Switch
Virtual Booth 4142 • Virtual Product 2116



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PRODUCT RELEASES

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■ **McAfee's** Desktop Firewall 8.5 boasts expected features (policy reporting, traffic and application monitoring, and intrusion-prevention capabilities) and also offers a unique feature which grants mobile users access based on certain connection criteria. This lets administrators block access to highly sensitive data if a mobile user doesn't connect using a device with a predefined MAC address. Desktop Firewall 8.5 resides on individual desktops and servers, which lets administrators quarantine specific systems should they become compromised.

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■ **StillSecure** announced the expansion of its VAM Integration Framework to include the eEye Retina and ISS Vulnerability Scanner products. The connectors for the products can integrate additional vulnerability data with the data that was already found by VAM. Integrating information from these scanners lets enterprises manage workflow and audit VAM's vulnerability platform. The VAM Integration framework can be extended through connectors or custom integration by StillSecure.

SERVERS

■ **HP's** four-way ProLiant BL45p and ProLiant DL585 blade servers are gearing up to include dual-core AMD Opteron 800 series processors. According to HP, the new processors can boost performance by as much as 75% over single-core Opteron chips. HP's Virtual Machine Manager and HP's Performance Management Pack provide additional management features. A single-core BL45p starts at $6,999 and a single-core DL585 starts at $9,999. HP has said it will make dual-core versions of both servers available for the same price.

SOFTWARE

■ **AirMagnet** announced AirMagnet Laptop Analyzer 5. This version includes integrated reporting features to aid in compliance with regulations, such as GLBA, HIPAA, and Sarbox. It also includes more than 130 security and performance alarms and Vo-Fi quality-management tools. AirMagnet will also release Handheld Analyzer 5, AirMagnet Surveyor 2.5, and AirMagnet Surveyor Pro 2.5. AirMagnet Laptop Analyzer 5 costs $3,495. The Handheld edition costs $2,995. AirMagnet Surveyor 2.5 costs $1,995, while the Pro version costs $3,195.

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■ **ATTO Technology** announced Xtend SAN, the company's iSCSI initiator software for Mac OS systems. Xtend SAN lets administrators configure Ethernet-based storage networks in a Mac environment. Xtend SAN works together with an ATTO iPBridge to connect SCSI storage devices to an Ethernet IP-based network. Such a configuration will enable Mac users to make direct-attached SCSI and Fibre Channel storage devices accessible to multiple servers and use standard Ethernet protocols.

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■ **Dell** announced the offering of MOM (Microsoft Operations Manager) 2005 Workgroup Edition to small and medium-sized businesses for just $50 per server. MOM 2005 Workgroup Edition is ideal for SMB customers with 10 or fewer Windows-based servers. The integrated Dell Management Pack, in combination with MOM 2005 Workgroup Edition, lets users monitor operating systems, hardware, and Microsoft applications on PowerEdge servers with a single console. Additionally, this combination can optimize the performance and availability of critical server hardware and collect, log, and manage system and application events.

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■ **iAnywhere Solutions** is expected to release AvantGo for the BlackBerry platform. AvantGo for BlackBerry will give users access to current business, sports, and entertainment news from brand-name Web sites, including AccuWeather, Bloomberg, CNET, Forbes, and Wired News.

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■ **Microsoft** released Visual Studio 2005 Beta 2 and SQL Server 2005 April CTP (Community Technology Preview). Microsoft also announced an addendum—the Go-Live license—to the Microsoft .NET Framework 2.0 Beta 2 EULA. With the Go-Live license, users can distribute applications into production based on the Beta 2 release. Visual Studio 2005's beta release lets customers introduce their products to the market ahead of the official Visual Studio 2005 release. SQL Server 2005 April CTP is the fourth release that will eventually culminate in the release of SQL Server 2005. Microsoft's Live Communications Server 2005 client for Windows Mobile-based devices is the first release underscoring the company's broader plan to extend Microsoft Office Live Communications Server 2005's capabilities to mobile devices. As a result, SMBs will be able to set up IM and presence-enabled solutions on PCs and smart mobile devices. Microsoft hopes it will be able to extend and unify communication methods such as email, IM, Web conferencing, and SMS across PCs, mobile products, and wireless or wired networks.

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Go to Page 17, Column 1

Easy, Affordable Fleet Tracking & Management

Microsoft Offers Volume Licensing For MapPoint 2004

by Will Kelly

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FOR COMPANIES THAT depend on a vehicle fleet to service their customers, it's important to track their corporate vehicles to maximize customer service and aid in maintaining these valuable assets.

With the recent launch of Microsoft MapPoint Fleet Edition 2004, Microsoft changes the licensing of Microsoft MapPoint 2004 to meet the requirements of organizations that need to locate, track, and manage their vehicle fleets. With Microsoft MapPoint Fleet Edition 2004, companies only need to purchase a license for each desktop PC or laptop used for vehicle fleet management, a change from the per-vehicle licensing for MapPoint 2004.

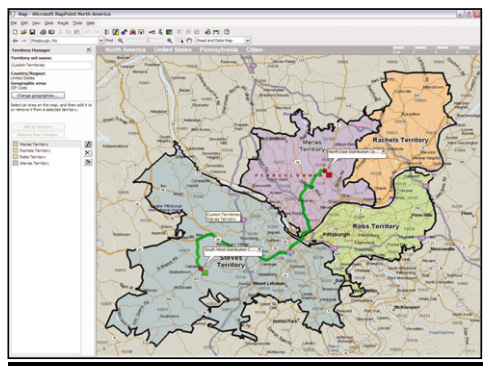
MapPoint Fleet Edition 2004 is business-mapping software that enables the analysis, visualization, and communication of mapping data as it relates to business functions. The software's maps and other geographical data are licensed from Navigational Technologies and Geographic Data Technology, both industry-leading providers of geographic data.

MapPoint includes over 1.4 million points of business interest, including restaurants, service stations, and bank ATMs. MapPoint 2004's maps encompass more than 6.7 million miles of routable roads and six geographic boundaries, including full ZIP code, state, county, and municipal area. The Custom Territories feature lets you define your own territories for such things as sales and delivery areas. The data mapping wizard feature enables the charting of custom maps.

Other notable business features include Customized Output for printing route maps in five map styles, including strip maps with directions, turn-by-turn maps, and directions-only maps. MapPoint's geographic data can also be imported into Microsoft Office 2003 applications for use in presentations and reports.

Microsoft MapPoint Fleet Edition 2004 extends Microsoft MapPoint 2004 across a vehicle fleet via a new volume licensing agreement. This flexible licensing arrangement makes Microsoft MapPoint Fleet Edition a viable option for vehicle fleet management. However, there are some product licensing restrictions, including no real-time vehicle guidance and no calculations or recommendations for a route or sequence of destinations based on the location of more than one vehicle. In addition, you can't run Microsoft MapPoint Fleet Edition 2004 from server mode for multiple dispatchers.

MapPoint Fleet Edition 2004 takes Microsoft into another vertical market where it can expect competition from established fleet management software vendors such as GPS Fleet Solutions, Discrete Wireless, EarthTrak, and others already entrenched in the GPS systems and fleet management.



SNAPSHOT

Microsoft MapPoint Fleet Edition 2004

Starts at $750

New licensing options for customers who locate, track, and manage their fleets with MapPoint 2004

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PRODUCT RELEASES

Continued from Page 16

■ **Softricity** announced the unveiling of the ZeroTouch self-service application. ZeroTouch is a hybrid of Softricity's SoftGrid application virtualization platform with self-service provisioning and automated workflow. ZeroTouch enables universal access from any source and allows you to specify which users are authorized to access various applications. The ZeroTouch system features delegated policy-based provisioning, which can be managed by unit supervisors or end users themselves. It also features the ability to make intuitive reports to allow authorization personnel to view summaries of activities.

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■ **Sun Microsystems** announced the availability of Sun Java System RFID Software 2.0. This software simplifies the integration of RFID data to application systems and also enhances core infrastructure technologies. Sun Java System RFID Software can filter large volumes of RFID data at the edge of a network, streamlining business information and reducing network traffic. It is also ready for EPCglobal Generation 2 readers and tags. The new version of Sun Java System RFID Software includes a browser-based management interface, which centralizes the management of RFID devices.

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■ **Two Pilots** released Form Pilot Office and Form Filler Pilot v. 1.98. These two applications are Windows-based and allow for the creation and completion of forms from Word, PDF forms, and graphic images. Forms can be created using the Form Pilot Office software and completed using the Form Filler Pilot software. Users can edit and resave a form as often as they like. Completed forms can be saved to a computer or emailed. Form Pilot Office also supports other formats such as PDF, DOC, XLS, and TXT. Both packages are compatible with Win95/98/Me/NT4/2000/XP.

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■ **Unipress Software** released a new asset management add-on module for its FootPrints Web-based service desk product line. The module offers a link between FootPrints and LANDesk Inventory Manager, providing help desk agents with IT asset management functionality to troubleshoot and resolve technical problems.

STORAGE

■ **EMC** unveiled the EMC Celerra NSX NAS gateway, which delivers up to 300,000 NFS operations per second. The product has EMC-designed-and-built X-Blade server technology, along with N+1 clustering. The product helps customers lower costs and achieve information lifecycle management benefits by consolidating direct attached storage with iSCSI, automating the creation of tiered storage for NAS, and transparently moving data from one tier to the next with simplified management.

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■ **Iomega** added new features to its IAB (Iomega Automatic Backup) Pro 3.2 to increase its disaster recovery capabilities. The software offers two backup types: individual file backup and full system image backup. The individual file backup lets the backup device update its copies of specified files whenever the originals change, while the system backup creates a complete image users can restore to crippled systems. The software includes a scheduling wizard, a password protection feature, compression, and AES file encryption. IAB Pro can back up data to attached devices or over the network to servers. IAB Pro accompanies new Iomega products and is available for $69.95.

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■ **Seagate's** Momentus 5400.2 2.5-inch hard drives operate at 5,400rpms and come in capacities up to 120GB. For those who value speed over capacity, the Momentus 7200.1 drives operate at 7,200rpms and come in capacities as large as 100GB. Both drives can withstand up to 900Gs when not in use and 250Gs when in use. Both models offer an optional SATA interface for increased throughput. The Momentus 4200.2 series is also available as a budget model at capacities up to 120GB.

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■ With the ability to scale to 800 SATA hard drives for up to 320TB (once 500GB SATA drives become available) total system storage, **Winchester Systems'** SA-700 SATA disk array lets users control up to 6.4PB data from a single management console. The SA-700 also features Winchester Systems' FlashConsole. This appliance delivers centralized management capability from any browser-based workstation on a LAN. Winchester Systems also included a free one-year subscription to FlashAlert, a 24-hour "call-home" remote monitoring and alert service.

TELEPHONY & VoIP

■ **Nortel** announced upgrades to its Office Anywhere mobility products. Multimedia Communications Server 5100 Release 3.5 delivers voice, call management, and IM to the mobile workforce. CallPilot Unified Messaging Release 4.0 delivers more email capabilities, allowing voice messages to be embedded within email and real-time message notifications to mobile workers via their BlackBerry device or handheld. Nortel's SSL VPN Net Direct capability provides mobile workers full network access to internal business applications and services, including IP telephony and multimedia from SSL-enabled Web devices, such as computers, cell phones, and PDAs.

Data Center Assessment For Smaller Businesses

Dell Offers New Service For Those Confronting High-Density Server Environments

by Alan Petraske

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AS IT MANAGERS LOOK to protect infrastructure investments and optimize performance in high-density facilities, the need for increased data center planning has grown. Issues are everywhere—keeping up with data growth without overspending on hardware, decreasing application performance, retaining data for regulatory compliance, dealing with backup and recovery challenges, and maintaining business continuity.

In the physical environment, issues include cooling, power conditioning, and space constraints, which have typically fallen under the responsibility of contractors, engineers, and facility staff. Recently, hardware vendors have seen a market opportunity here and have moved into the business of data center design. Dell has joined the ranks of IBM and HP with its Data Center Environment Assessment, a consulting service designed to help small and midsized businesses effectively plan and use their data centers as they build more advanced technology infrastructures.

Customers who purchase the Data Center Environment Assessment service work with Dell engineers to analyze their current facility and then come up with a design for maximum efficiency by implementing the sophisticated cooling and power-delivery technologies required for modern facilities.

"The increasing power density of processors and rack-mounted systems makes design issues critical for IT centers of any size," says Dell Service's Bob Kaufman. "Managers are finding they need to plan and prepare more than previously. It's the only way to protect and realize full value from a considerable investment in server and storage systems."

Although large enterprise and institutional data centers have always paid careful attention to physical and electrical issues, many smaller companies may not have time or in-house expertise to design a proper environment for current hardware infrastructure.

Competing services are offered by IBM and HP. Dell is the new player in this area and the smallest of the three service providers. All three firms will consult for customers who have a multi-vendor environment.

SNAPSHOT

Dell Data Center Environment Assessment Service

Starts at $5,000

Service designed to help small and mid-sized businesses effectively plan and use their data centers as they build more advanced technology infrastructures

(800) 757-8434
www.dell.com

Dell's Environment Assessment service is designed for business and institutional customers with data centers that range from small (200 square-foot) to large (10,000+ square-foot) environments. P

FC-to-SCSI Bridge
Virtual Booth 3814 • Virtual Product 1659

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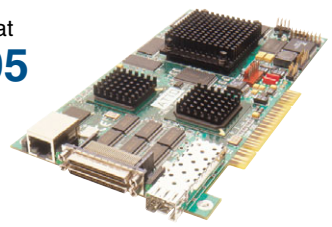

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SECURITY MARKET WATCH

Promising News After A Bleak Year In Security

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on security.

by Chris A. MacKinnon

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SECURITY IS BEEFING UP. What with threats getting worse and all, players in the security market have had to cut, change, and modify their technologies to combat the latest proliferators. The security threat paradigm seems to have shifted from a nuisance platform to an actual business expense caused by downtime, data destruction, and information sabotage. It is no wonder that firms such as The Yankee Group are saying virtually all larger companies will outsource their security by 2010.

Market Information

Granting that 2004 was a bad year for security, in terms of malware growing like bad bacteria, IDC says 2005 has a better outlook. For starters, the analyst firm expects the IT security market to grow by 16% in 2005. The firm also expects vendors to consolidate fragmented product sets in an effort to provide more vertical-market type products that protect against multiple types of threats, instead of single point solutions.

As far as the U.S. is concerned, market research firm The Freedonia Group is expecting the IT security market to reach $20 billion by 2008. This would represent an annual growth rate of 19% since 2001. The research firm says much of that growth will result from a wave of interest in integrated IT security systems. Other areas driving the growth will include risk assessment and managed security services, encryption hardware, biometric access controls, content protection software, security management software, and VPN-based technologies.

MessageLabs, a global managed email security provider, says the volume of phishing emails grew by a factor of more than 20 in 2004. The company also claims that spam volumes increased from 40% of email to about 70% (with an average of 6% carrying viruses). And let us not forget the spyware venom, as the number of reported related problems also continued to rise. During February 2005, the Anti-Phishing Working Group received 13,141 unique phishing email message reports (up 2% compared to January). The group says the number of phishing Web sites rose by 1.8%, compared to January's 2,625.

Corporate instant messengers may be interested to know that IM viruses and worms also grew by 271% in Q1 2005, according to the IMlogic Threat Center, a global consortium providing threat solutions for IM applications. The Center noted an increase in new IM/P2P viruses, worms, and malicious code including SPIM/malware. More than 50% of the reported incidents were attributed to enterprises utilizing popular IM applications such as AOL Instant Messenger, MSN Messenger, and Yahoo! Messenger.

The Road Ahead

Other than the most obvious security market numbers and chart-toppers, Sacha Dawes, product marketing manager for NetIQ Security Management, says not much has changed in the security arena over the past few months. Dawes says, "A better realization of any changes will be seen around May 2005. An addition I would add is the increasing adoption of standards within organizations to address risk management, security management, and regulatory compliance."

According to Infonetics Research, the global network security appliance and software market generated $3.7 billion in 2004 (up almost 30% from the year before). The market is also expected to grow to $5.5 billion by 2008. Q4 2004 saw growth in all network security categories except VPN and firewall software. These two categories made up about 78% of the market, followed by IDS/IPS at 15%, and gateway antivirus at 7%. The international market research and consulting firm is expecting revenue to grow 25% (to $1.2 billion) by Q4 2005. Cisco maintains its lead (since 2002) with about 30% of the total network security appliances and software revenue for Q4 2004 and 2004 total. Check Point and Juniper maintain their second and third place spots, respectively.

While most would agree that security software reigns, the security appliance market is healthy, as well. According to In-Stat, an advanced communications equipment research firm, the integrated security appliance market is set to explode in the next four years, reaching $3.3 billion by 2009. The real good news here relates to malware proliferators, as most security appliances today offer firewall/VPN, intrusion detection and prevention, gateway antivirus, antispam, and antispyware capabilities.

Spending Et Al

IDC says enterprise security spending will grow in 2005. This will be true, IDC claims, even when budgets are frozen or cut. Jon Oltsik, senior analyst of information security with the Enterprise Strategy Group, says, "I see lots of ASICs with specific functionality (encryption/decryption, for example) getting very cheap, roughly in the $200 range." Oltsik also sees things getting cheaper, as he says the competition in the space is somewhat ferocious.

One company merger worth mentioning is the Symantec and Veritas merger. Some analysts are expecting the daring merger to seriously shift the way enterprise customers look at security infrastructure software. Symantec believes that while security managers have traditionally looked to pure-play security vendors, enterprises are now beginning to look for cheaper, more manageable, and better-integrated products offered by larger players, including Cisco Systems, Symantec, and McAfee.

Spending will increase, companies will offer stronger solutions, market segments are expected to grow, and malware will get a run for its money. A promising outlook for the IT security market to say the least.

Targets Of Phishing Attacks

CipherTrust, a messaging security solution provider, says phishing attacks are precisely targeted. The company claims that fewer than five zombie networks are responsible for all Internet phishing attacks worldwide. Here is a list of targeted countries based on the percentage of attacks per country.

SOURCE: CIPHERTRUST

Targeted Countries (by message count)

Country	Percentage Of Attacks
United States	32.07%
Republic of Korea	15.39%
France	6.55%
China	6.40%
United Kingdom	4.06%
Germany	3.85%
Spain	3.81%
Japan	3.05%
Italy	2.48%

The 2005 Security Market

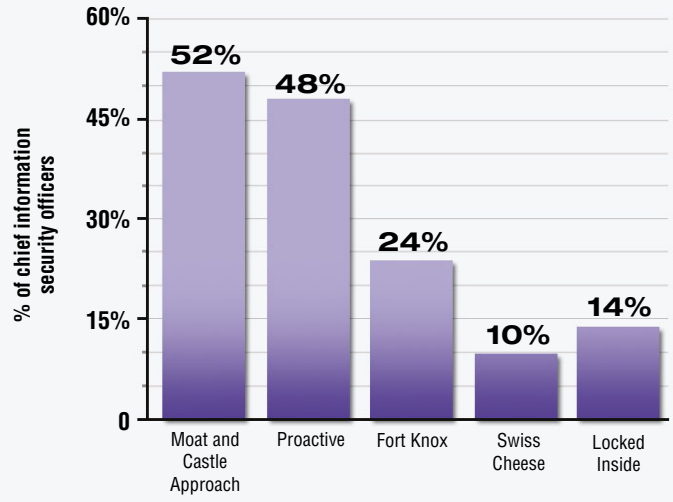
According to In-Stat, the integrated security appliance market is poised for explosive growth, reaching $3.3 billion by 2009. A recent report by the high-tech market research firm found the following:

- Spam blocking is a high priority in an integrated security appliance, in addition to basic firewall functionality.
- Many security appliance vendors are partnering with MSSPs to offer their wares as an outsourced service.
- The overall security appliance segment will continue to be dynamic and competitive, as more security functionality is likely to be embedded into blade servers, network equipment, and operating systems in the future.

Protecting Your SME

Defense Tactics

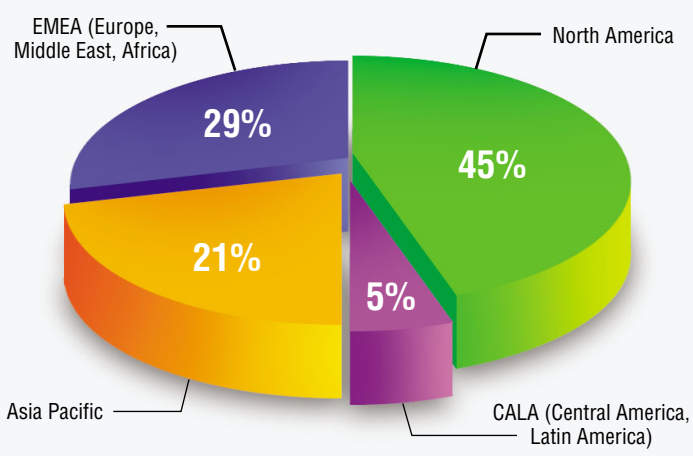
Different firms take different approaches to security, and some firms are more protected than others. This chart shows different defense tactics and the percentage of chief information security officers that use each one.



SOURCE: PREVENTSYS AND QUALYS

Global Networks & Security Appliance Revenue

North America has seen the highest security appliance revenue. Suffering a high percentage of attacks in the United States (see the "Targets Of Phishing Attacks" chart), North America spends more on security than other sections of the world.



SOURCE: INFONETICS RESEARCH

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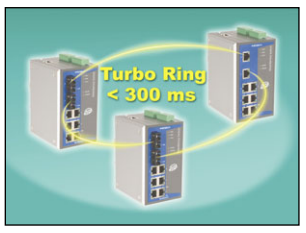

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EMAIL: sales@zonetusa.com

Telephony Appliance
Virtual Booth 4038 • Virtual Product 2241

Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

EDGEWATER NETWORKS, INC.

2730 San Tomas Expressway
Phone: (408) 351-7200
WEB: www.edgewaternetworks.com

Santa Clara, CA 95051
Fax: (408) 727-6430
EMAIL:Sales@edgewaternetworks.com

Telephony Appliance
Virtual Booth 4038 • Virtual Product 1977

Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

EDGEWATER NETWORKS, INC.

2730 San Tomas Expressway
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WEB: www.edgewaternetworks.com

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Voice/Fax Over IP Gateways
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Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.

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VoIP Router
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OPINIONS
UPTIME

Linux vs. Windows TCO

Over the past few years, there have been contradictory reports about the relative total cost of ownership of Linux vs. Windows. While this debate has been going on for some time, there has been a sharp increase in online discussions lately, due to a recent report by Yankee Group analyst Laura DiDio that claims that the TCO for Microsoft Windows Server 2003 is at least as good, if not better, than Linux.

The Yankee Group also struck back at some of the criticism it has received from the Linux community, with DiDio stating, "There's an extremist fringe of Linux loonies who hang out on forums and are disrespectful and threatening because you disagree with them." I'm not sure about calling them "loonies," but I think DiDio is correct that there is an element of the Linux community who can't accept any criticism of their beloved platform. You see the same behavior in the Mac community—people who feel passionate about a technology are usually blind to its flaws. I don't have any issue with the conflicting reports on the TCO of Linux vs. Windows because they could both be right.

One Size Doesn't Fit All

I think the underlying cause of the conflicting TCO reports is that the TCO equation is different depending on the application and the organization. There are many different computing environments and many different IT organizations that run them. The assumptions made about the target environment have a dramatic effect on the results of the TCO analysis. Let's examine the major components that compose TCO and see how they might vary depending on environment.

Purchase Price

You can purchase three different versions of Windows 2003 Server: Standard Edition, Enterprise Edition, and Web Edition. The cost varies from a low of $399 for the Web Edition up to $3,999 for the Enterprise Edition. Linux is available in numerous distributions and configurations, and the cost varies from free all the way up to $2,499 for the premium edition of Red Hat Enterprise Linux AS. If you are doing a TCO comparison, the purchase price could favor either platform, depending on which versions you chose to compare.

DANNY CECIL

Danny Cecil has 19 years of experience in product development and information technology at various companies, including HP and WildTangent. For the past few years, Cecil has managed data center operations and information technology for several Seattle companies. He is currently the senior director of IT and Operations for WildTangent, an online game publishing company in Redmond, Wash.

BIO NOTES

Software Maintenance

In addition to the purchase price, you also have to consider costs for software maintenance. Microsoft is unusual in offering support on a pay-for-what-you-use basis, and in allowing software patches for free. Red Hat and Novell both require that you buy licenses on a yearly basis to get access to patches and support. However, Microsoft requires you to buy software assurance every two years in order to upgrade to new versions. Depending on how frequently you upgrade your software, and which Linux distribution you are comparing against, Windows Server software maintenance could be more or less expensive than Linux.

Training Costs

This one should be obvious. If you have a staff full of Linux experts, you are going to have to spend a lot more money on training if you buy a Windows Server than if you buy a Linux Server. The opposite is true if your staff is largely composed of Windows experts. In my opinion good system administrators should be proficient in both platforms, in which case there would be no difference in training costs for either platform. At the end of the day, what really counts is what the expertise is on your staff, since that will be what determines your TCO.

System Administration

The largest expense for most IT groups is salaries. Your employees have to be paid regularly, and you can't skip issuing paychecks the way you can defer other types of expenses when necessary. This means that the most significant component of TCO is your system administration costs because this directly translates into salary costs. So whichever platform has the lowest system administration cost will also have the lowest TCO. That should make it simple to determine which has the lowest TCO.

However, as you've most likely guessed, it's not exactly that simple. Neither platform has lower system administration costs in all cases; it depends on what they will be used for and in what type of environment. For example, WildTangent's office environment is primarily Windows-based, and our IT folks are Windows experts. We use Active Directory, Exchange, and Windows Server for our back-end office systems, and we find Windows easier to support for our office applications. However, in our colocation center, we use a mix of Windows servers and Linux servers. Our Ops staff is well versed in both platforms, and we prefer Linux servers whenever the application allows it because they are much easier to support for a remote hosting application.

Hopefully this discussion has given you a better understanding of the conflicting TCO claims between the Windows and Linux camps. Just remember that if someone asks you which is cheaper, just answer, "It depends!"

Send your comments to danny@processor.com

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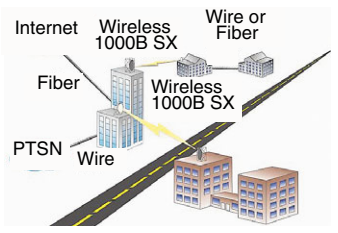

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OPINIONS
INFO-TECH • INSIGHT

Projects: Let's Get Down To Basics

Recently Info-Tech Research Group released some study figures that caused more than a little discussion. In short, we reported from a survey of more than 1,400 IT managers and CIOs in midsized enterprises that 95% of IT departments are not delivering at least some projects on time or to the full satisfaction of business executives.

The top three reasons cited in our survey for projects falling short of expectations (which is not quite the same thing as out-and-out failure) were unrealistic time frames, lack of staff, and poorly defined project scope. Our take was that alignment of business and IT is still a long way from being accomplished in many midsized organizations.

Accountability and clear communication are fundamental to both strategic IT/business alignment and IT project management. A project plan is like a contract. Failure to speak the same language and unwillingness to be accountable poisons the contract and dooms the project. Unrealistic time frames, lack of staff, and scope creep are symptoms of this fundamental failure. It is rather like the folks who failed to competently design a bridge noting that they are all wet.

Everybody Lies

There was no shortage of comment on our release, both in the media and on techie message boards like Slashdot.org. One tech columnist suggested that vendors were partly to blame. Project estimates that treat vendor promises as fact are doomed. The "blame the lying vendors" line is interesting. My question is, why stop at vendors?

False or unrealistic expectations are project poison. The poison can come from any number of sources: a vendor who overstates the ability of a product, a manager who arbitrarily shortens a time frame to be more "aggressive" (as opposed to "logical"), an IT professional who agrees to a work on a project he does not believe in because "the boss is nuts, and the only way to prove it to him is to do it his way."

Finding oneself in the candy boat to fairyland is a danger in any project. It is a greater danger with IT projects because so much just isn't known at the beginning. The more you don't know, the greater the risk. The greater the risk, the more your estimate grows to accommodate risk. Like train tracks appearing to converge on the horizon, IT project estimation starts wide and narrows toward the completion point. Unfortunately, commitments and promises need to be made at the beginning when the vectors are at their widest.

A Rule Book, Not A Game Plan

Various methodologies for project management, estimation, requirements gathering, and modeling can all help. But these are essentially meaningless if all parties don't support the methodology and agree to be accountable to it. Unfortunately, even before views diverge on individual projects, there is divergence on what project management itself is about.

Senior executives can see project management as the big stick that is going to whip inefficient workers into shape. Things are not happening as quickly and efficiently as they think they should happen. Project management will help in rooting out that waste, thus increasing productivity.

JOHN SLOAN

BIO NOTES

John Sloan is a senior research analyst at Info-Tech Research Group. He has more than 15 years of experience as a technology writer, as well as experience in corporate communication, Web site development, and electronic publishing. His research interests include electronic publishing and communications (including e-learning), disaster recovery planning, desktop computing, and Web application development platforms. Sloan holds a master's degree in journalism from The University of Western Ontario.

What such executives fail to understand is that a project planning methodology is not a game strategy but a rule book. Everybody needs to abide by the rules for it to work. So, rather than increasing executive power to get things done, it could introduce new constraints that must be recognized.

If the methodology yields an estimate that the executive overrides as "unacceptable," then the rules are unacceptable and the whole game is unacceptable. If you go ahead with the game anyway, how can you tell if the project met or failed to meet expectations?

Get On The Same Page

So the C-level crowd can have a poor understanding of what is involved not only in IT projects but also in project management itself. They break projects because they won't tolerate constraints and they don't take responsibility for the breakage. Wow. Now there's a news flash.

But the executive suite shouldn't be saddled with all the blame, just as pie-in-the-sky vendors aren't the whole story either. Everybody has to speak a common language for projects (and alignment) to work.

Only 26% of IT departments in midsized enterprises have a system or process in place for projecting and measuring ROI. Over one-third of enterprises have nothing in place and no plans to develop an ROI system. Without such a basic common point of reference as ROI, it's hard to imagine how IT professionals can have meaningful planning discussion with executives about a critical project.

It's easy to blame executives who "just don't get it" for projects falling short of their expectations. How can one meet expectations which are arbitrarily established? On the other hand, it takes two to tango. A lot of IT departments in midsized enterprises appear uninterested in learning to dance.

Send your comments to infotech@processor.com

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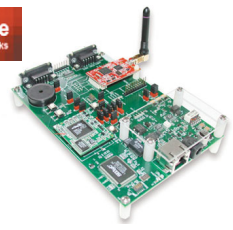

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OPINIONS
RESELLER • NEWS & VIEWS

Sun Solaris Gets A New Life

The roles that secondary market dealers, maintenance, and leasing companies play in the secondary market very often are 100% in line with the goals of the IT manager. Take for example Sun Microsystems' new policy on its OS, Solaris.

At the end of last year, Sun quietly announced a new policy related to Solaris. Prior to that announcement, Sun provided a copy of Solaris with each new system purchased from Sun, but when that system was sold, the new end user had to purchase the right to use Solaris all over again. In some cases the cost for the right to use the OS was more expensive than the actual cost of the Sun hardware on the secondary market.

Like many manufacturers, Sun felt that by making it very expensive to buy a used Sun system, an end user would be driven to buy a new system from Sun. Driven they were, but not to buy a new Sun box. All the policy did was drive the customers away.

Take for example an end user who might have purchased a V1280 system for around $50,000. A right-to-use fee for Solaris for that box was priced at $35,000. If that user wanted to sell his Sun box two days after he purchased it, the actual value would be $35,000, which is his cost for the system less the $15,000 the new end user would have to pay for the OS.

That kind of practice does not build customer loyalty. Secondary market dealers understood the impact this practice had on the value of their end users' IT installations. Leasing companies complained that this policy was killing the residual value of their equipment after it came off lease. And end users who thought they had the right to buy and resell their Sun systems found that they did not have the right to resell the software that came with it. The market was a mess!

JOSEPH MARION

For the past 30 years Joseph Marion has worked in the technology equipment reseller market. In the 1970s he competed with the major equipment manufacturers by selling, leasing, exporting, and maintaining used equipment. In the 1980s, he "crossed over," joining forces with IBM and becoming one of its most successful authorized business partners. Since 1990 Marion has headed up the Association of Service and Computer Dealers International, the world's largest association of companies that deal in technology products.

v BIO NOTES

With the ASCDI as the lead, the secondary market dealers, leasing companies, and end users all complained to Sun. To its credit, Sun listened, and in November 2004 it quietly announced a new and improved policy for Solaris. That policy can be found at www.ascdi.com/IndPolicies/sunsolarisfree.asp

Users can now choose to buy new or used and still have the option of getting Solaris at a fair price.

Sun's New Solaris Policy

Under Sun's new Solaris plan, users can download a free copy of Solaris from Sun's Web site that can be installed on a used system. After installing Solaris, a user has a few choices to make, including which support program to purchase.

The three choices are Premium, Standard, and Basic. Pricing for each option is based upon the number of processors in your system. Premium support includes 24/7 technical and interoperability support. (Interoperability support is Sun's way of offering support to end users who use hardware from a multitude of manufacturers.) Standard support offers technical support from 8 a.m. to 6 p.m. Monday through Friday. Basic includes no technical support at all.

All of the support programs offer the following features: Solaris OS Updates, which is required to receive the majority of updates and patches for Solaris; Sun Update Connection, which will inform you of the latest available security fixes, recommended updates, and feature updates; Sun's Online Services, which gives you access to administration resources including the Sun knowledge bases and online ticket tracking; and Support Bulletins, which includes email notification of alerts.

If you would like to "bundle" your Solaris Support with a hardware maintenance contact from Sun, you should look at the Sun Spectrum option. However, you can save some money on maintenance and still get quality service by choosing a secondary market service provider. Secondary market service providers know Sun Hardware as well as anyone. More importantly, they provide services second to none. You can find a list at www.ascdi.com.

In This Together

The policy which Sun has adopted for its OS should be applauded. Users can now choose to buy new or used and still have the option of getting Solaris at a fair price.

IT managers and leasing companies should take note of the fact that the battle waged by the secondary market dealers to get Sun to change its policy was one that helped all end users maintain the value of their IT equipment. Without a strong secondary market industry, end users would not have the choices they have today because manufacturers would rule. In fact, if the manufacturers were your only source for equipment, there might not even be a secondary market for your used IT gear.

Send your comments to ascdi@processor.com

Wireless Outdoor Bridge
Virtual Booth 4048 • Virtual Product 1990

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PCI Expansion System
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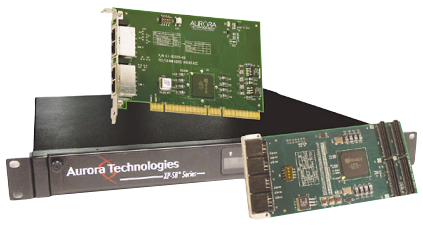

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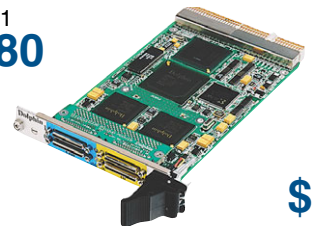

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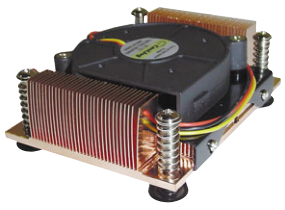

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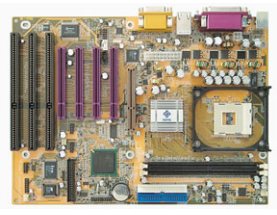

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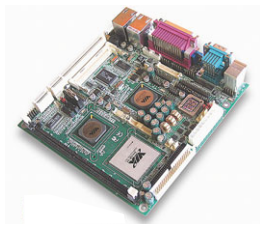

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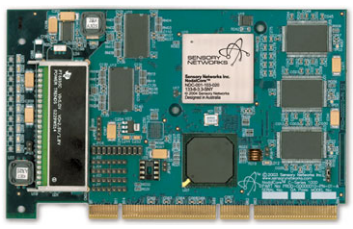

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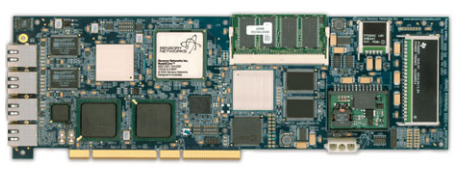

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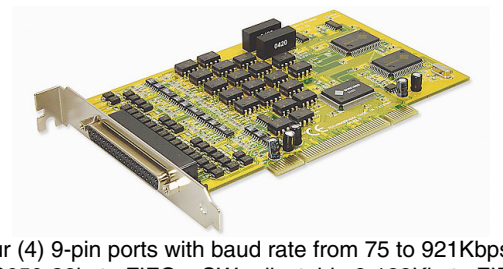

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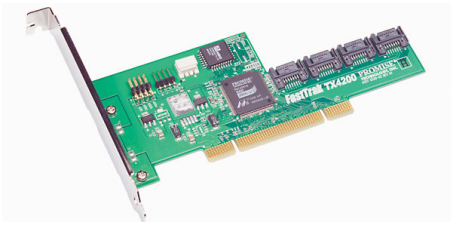

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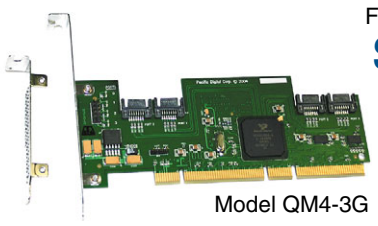

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Let The Dual-Core Revolution Begin

First Intel Dual-Core Processors Delivered Ahead Of Schedule

by Alan Petraske

• • •

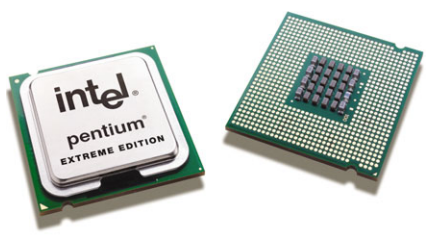
In April, Intel Delivered its first dual-core desktop-based platform: the top-of-the-line Intel Pentium Extreme Edition 840 and the 955X Express chipset. At about the same time, AMD released its dual-core Opterons.

Dual-core processors are just what they sound like: two or more independent, full-execution CPU cores within a single physical processor. Although the memory controller and bus are shared, there are two independent pipelines with two sets of instructions being carried out simultaneously and two caches to keep more of the necessary processing data on the processor for faster access.

Combined with the Intel 955X Express Chipset, the Pentium EE 840 supports Intel's Hyper-Threading technology, which allows each of the two processor cores to function as two logical processors. With two actual and two logical processors, four software threads can be processed in parallel. Each logical processor has its own architecture state with its own set of general-purpose registers and control registers to provide increased system responsiveness in multitasking environments and to provide headroom for the next generation of multithreaded applications.

Evaluating Dual-Core Benefits

So how can dual-core processing help in the day-to-day operations of your data center? Intel's new dual-core processors will certainly offer immediate performance benefits for specialized users. The dual-core architecture allows users to multitask more effectively than ever before and run the most demanding desktop appli-cations while maintaining system responsiveness. IT departments can deploy desktop background services that make their environments more secure, efficient, and manageable, while minimizing the impact on end-user productivity.



Business users who open multiple apps at once and regularly perform several simultaneous operations will benefit from the dual-core Pentium EE 840, especially when the tasks are computationally demanding.

But evaluating these benefits for decision-making purposes is not always straightforward. To begin with, dual-core processors will not be twice as fast as a single-core processor, nor will it be as fast as a system with two separate processors. Performance numbers will fall in between, depending largely on the software application. Also dual-core performance cannot be measured adequately by the traditional standards of clock speed and cache size. In fact, the dual-core clock speeds will probably be lower than those of the fastest Pentium 4 chips available. However, two slower cores can do more work than a single faster core and can reduce heat production compared to an equivalent single-core device, resulting in a quieter and more reliable machine. On the other hand, dual-core systems may not perform as well as their single-core counterparts when processing single-thread applications that use only one of the two cores. Keep in mind that most software applications are still single-threaded.

The enterprise world (servers and workstations) will benefit first from dual-core and multithreading technology. Many applications in this area, including most enterprise-level server applications from Oracle and SAP, are already multithreaded. Note that some vendors, notably Oracle and Microsoft, will require one license for each core on the processor. In some cases this results in a significant price boost.

In the desktop world, the only business area that sees immediate benefit is content creation, including image encoding and processing, automation, simulation, and publishing applications. In this area, multithreaded programs such as Adobe Photoshop are much faster on a dual-core system than on its single-core counterpart. The bigger the processing job, the greater the jump in performance.

But once again, most desktop business applications are not written to use multithreading because the design of spreadsheet, word processing, and other productivity software has not been impacted by available processing power. And if the software cannot "see" the second processor, it cannot benefit from it. Indeed, in single-threaded applications, the fastest single-core chips may outperform their dual-core counterparts.

Time To Transition?

Sooner or later, your business will be operating in a multithreaded, multiprocessor world. Industry analysts agree that the Pentium D and the Pentium Extreme Edition 840 dual-core processors, with their corresponding 945 and 955X chipsets, represent Intel's next strategic platform. Businesses must eventually move to the new platform if they want to implement the advanced technologies embodied there. But when should you transition?

If you see a productivity increase based on dual-core processing and the increase promises a meaningful business benefit, you may want to move quickly. In this situation, Intel recommends considering early deployment of selected dual-core or multicore systems. Full-scale deployment would follow, beginning in Q1 2006. For most businesses, however, there is no rush. By this time next year, the new platform will be widely available and significantly enhanced. Why not wait and check prices against processing power then? The introduction of dual- or multiprocessing is a major transition that will require careful planning and management.

The Competition Heats Up

On the enterprise side, AMD has released its dual-core 64-bit Opteron processor. Intel will introduce a dual-core version of its Itanium server chip later this year and is expected to introduce dual-core Xeon processors in 2006. For desktops, AMD plans to release a dual-core 64-bit Athlon in June. Both AMD and Intel are expected to add dual-core technology to their mobile chip lines by next year. The range of clock speeds and the cache sizes in the competing product lines are generally comparable. Note that some AMD processors are being shipped for use in existing motherboards, occupying the same socket as their single-core predecessors.

Dual-Core Or Multicore Technology?

Dual-core chips, which scale to a maximum of two, are recommended for small installations with application servers, or CRM processing with computationally demanding applications where fast clocks generate a significant benefit.

Multicore chips deliver optimal performance in transactional and database applications where large numbers of data items are in play at once. They are recommended for sites with database servers, ERP packages, and enterprise applications that carry moderate to heavy loads. If significant growth in capacity or performance is anticipated, only a multicore chip, which scales up to 32 processors, can provide the necessary headroom.

If you see a productivity increase based on dual-core processing and the increase promises a meaningful business benefit, you may want to move quickly.

Email Appliances Take Center Stage

Multipurpose Devices Help Manage Messaging Security

by Sixto Ortiz Jr.

• • •

One of the ways to fight spam and at the same time provide other email-related services is via the use of gateways. Email gateways (or appliances) are specialized hardware devices that filter out unwanted email traffic at your network's perimeter—before it enters your email server.

The newest appliances are evolving beyond mere spam filters and provide other services, such as virus filtering, virus outbreak protection, and policy enforcement. In this roundup, we take a look at a few of these devices, including CipherTrust's IronMail and IronPort.

CipherTrust's IronMail appliance combines four important email functions into a single device: antispam, antivirus, secure proxy for Web email access, and encryption of email traffic via mail-VPN, S/MIME, and PGP.

Clash Of The Iron Gateways

Two of the best-known email appliances are CipherTrust's IronMail and IronPort's IronPort. Let's take a look at the protection these devices are able to provide from two of the biggest threats to your network: viruses and spam.

Stopping spam in its tracks. Spam is today's most visible threat to your email traffic and network. At best, spam is an annoyance and a productivity destroyer; at worst, spam can cause serious damage to your IT infrastructure, resulting in wasted time and money. Both the IronPort and CipherTrust devices combat spam by filtering unwanted content before it reaches your email server.

IronPort's C-Series email appliances (the C10, C30 and C60) all use a version of Symantec's Brightmail 6.0 antispam technology ported for IronPort's AsyncOS operating system.

The Brightmail Logistics and Operations Center collects possible spam messages and analyzes those to develop rules that are then transmitted to Brightmail users, including IronPort C-Series appliances. According to IronPort's literature, the Brightmail system generates over 30,000 rules per day.

CipherTrust's IronMail appliance uses its ESP (Enterprise Spam Profiler) technology to detect possible spam traffic. ESP works by combining the outputs from nine spam detection technologies and using the results to generate an overall score that predicts the magnitude of a message's "spaminess." Like IronPort's device, CipherTrust also uses a dedicated team (the CipherTrust FirstAct research team) to provide IronMail users with up-to-date information on developing spam threats and the rules necessary to counteract them.

The IronPort appliance allows administrators to dispose of detected spam messages in a variety of ways. Users can quarantine a message, mark its subject header, send the message to a folder in a user's inbox, delete the message, or bounce the message back to the sender. Also, the C-Series appliances use information on spam threats as part of their Mail Flow Monitor and Mail Flow Central email traffic monitoring and reporting capabilities.

On the other hand, IronMail uses what it calls a User Quarantine feature to enable users to manage their own email traffic. Users receive a list of quarantined messages sent to them; this list is reviewed by individual users, who can then release any legitimate messages mistakenly flagged as spam. According to CipherTrust, this reduces the burden on IT administrators who would otherwise have to determine how to ultimately dispose of questionable email traffic.

Ironclad antivirus protection. Antivirus protection is absolutely necessary to protect your network; both of these appliances integrate engines from well-known antivirus software companies in their devices.

A Growing Market

According to a 2004 Yankee Group report, the total product revenue for application gateways is expected to grow from $660 million in 2003 to $2 billion in 2009.

IronMail integrates antivirus engines from Sophos and McAfee, while IronPort's C-Series email appliances use the Sophos antivirus engine.

Both devices give administrators multiple options for dealing with virus payloads that cannot be disinfected; for example, CipherTrust's IronMail allows administrators to remove a virus payload and forward the original message, rename the file extension, and quarantine or simply delete the entire message.

IronPort's antivirus engine can detect polymorphic viruses and virus payloads hiding in multilayer attachments, password protected files, and malformed messages. The device also provides administrators with multiple options for dealing with infected messages that can't be cleaned.

Go to Page 30, Column 1

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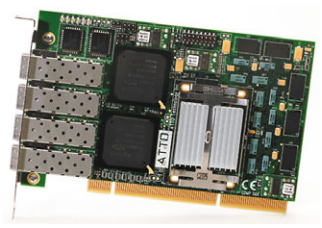

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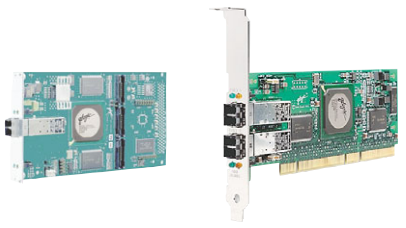

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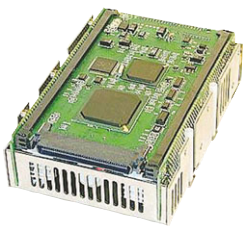

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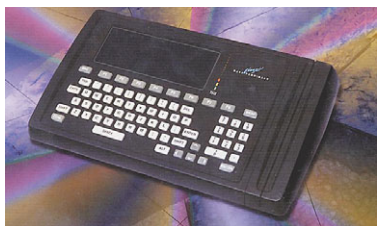

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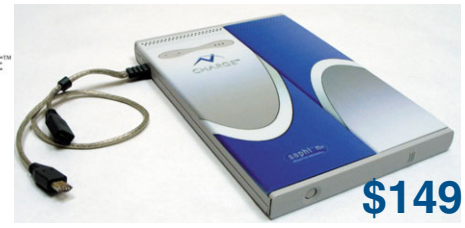

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www.govtech.net
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www.goitec.com

Gartner Symposium ITxpo
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www4.gartner.com

ClusterWorld Summit
May 16-18
Millbrae, Calif.
www.clusterworldexpo.com

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Philadelphia, Pa.
show.aiimondemand.com

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www.goitec.com

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www.wilshireconferences.com/MD2005

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www.retailsystems.com

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www.datacenterdecisions.com

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www.gartner.com/2_events
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www.supercomm2005.com

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Social Computing Spawns Social Software

Harvest Employees' Collective Skills & Knowledge

by Julie Sartain

• • •

In a nutshell, social software is any program that initiates, supports, or advances the act of social computing. Social software is designed to simplify group interaction and to respond to the complex behavior of groups.

Bernardo Huberman, a researcher at HP, has taken the concept of social computing to the next level. He and his team at HP's Systems Research Center are developing social software programs and algorithms to "understand and harvest the collective knowledge of people," says Huberman. "Our system discovers user preferences by mining user email and favorites [favorite Web sites]. It studies browsing patterns and email To, From, and Subject fields to get profiles of people without active participation."

Huberman contends that a lot can be learned when you consider who people email and the Web sites they frequent. For example, an employee who occasionally visits sites that sell cameras probably has an amateur interest in photography; however, an employee who also visits sites that sell lenses, filters, photo paper, and photo chemicals is likely a professional or, at the very least, more than just a hobbyist.

The To and From fields in email correspondences can also reveal a lot about employees. An individual who frequently communicates with an employee at Symantec either has a lot of viruses on his computer or a friend at this company (who could be useful in the future if an unknown virus attacks the company's network).

Untapped Resources Already On Board

All companies have untapped resources right under their own roofs, people with hidden skills and talents that are not necessarily revealed on a job application or resume. In the past, corporations have resorted to employee surveys and questionnaires to discover this pool of hidden talent, but that isn't always the best method. "The problem with this method of collecting data is current accuracy," says Huberman. "People change, and their skills and interests change. Therefore, soliciting data would have to become a weekly task. Also, you can't force people to disclose personal information."

Huberman's team has automated the entire process so that important information is continually scanned and added to a database for instant access. This "enterprise knowledge navigator" will eventually allow organizations to harvest all the knowledge in their employees' heads. This process could potentially save companies a lot of money. For example, instead of hiring a professional photographer to take pictures of a company's products, the employee mentioned above who is more than a hobbyist photographer probably has the skills to do it, which can save the company money.

HP has applied for patents on all its social software algorithms, which may result in a series of custom and/or retail social software programs. It could also turn into another service that HP provides to its customers.

Social Software Defined

The term "social software" and its counterpart "social computing" have as many definitions as the opinions of those using it. Christopher Allen, author of the Life With Alacrity blog, defines it as "software that supports group interaction." Allen credits the actual term, however, to Eric Drexler, founder of the Foresight Institute and best known for coining the term nanotechnology.

Drexler first used the term in his article "Hypertext Publishing and the Evolution of Knowledge." Drexler said then, "I used the term 'social software' because I am concerned with communication and collaboration on all scales, including the whole of society. Thus, I see media at the scale of the World Wide Web as forms of social software."

Clay Shirky, Internet technologies consultant and adjunct professor in NYU's graduate Interactive Telecommunications program, then later popularized the term after his Social Software Summit in November 2002. Shirky defines it as, "software that supports group interaction" and "political science in executable form."

Email Appliances Take Center Stage

Continued from Page 27

Beyond the use of established antivirus definitions for protection from known viruses, IronMail's appliance also defends against the threat from unknown viruses by looking for patterns in messages that indicate a possible virus threat. IronMail uses its Content Filtering and Anomaly Detection Engines (also used to filter spam) to look for suspicious patterns in messages.

IronPort's lineup of C-Series email appliances combine antispam, antivirus, policy management, and mail routing into a single device.

IronPort's device takes a slightly different approach to new virus detection by relying on data collected via its SenderBase email traffic monitoring network, which monitors email data from more than 50,000 contributing organizations and develops rules used to automatically assess possible threats.

IronPort's Virus Outbreak Filters use this information to study inbound and outbound email traffic and generate a virus score that measures the magnitude of a virus threat. If a possible threat is detected, messages are quarantined until antivirus engine definitions are available for removing the virus payload.

Other Features

An interesting feature of IronPort's C-Series appliance is the device's AsyncOS operating system. According to IronPort, this Unix variant specifically written for email relaying tasks enables the support for 10,000 simultaneous connections. This number of connections, IronPort claims, is far more than other appliances using run-of-the-mill Unix OSes can maintain.

The C-Series devices also perform policy-based content scanning, so administrators can quickly see if inappropriate content or intellectual property, for example, is entering or leaving your business. The devices also feature attachment filtering via file fingerprinting and comparison to a library of unique file signatures, so administrators can establish policies for removing certain types of attachments from email messages before they enter your network.

IronMail's appliance allows administrators to not only establish email message size limits but also to schedule larger messages for off-peak hours so bandwidth is conserved during peak business hours. As with IronPort's device, the IronMail appliance also filters attachments per administrator defined policies and can also inspect message content to ensure inappropriate messages or proprietary information do not enter or leave the business.

An interesting feature of IronPort's C-Series appliance is the device's AsyncOS operating system.

The IronPort C-Series appliances, including all required threat updates, start at $5,995. Ciphertrust's IronMail products start at $9,500 and can go as high as $50,000, depending on the size of the customer's email system.

Other Options

Other examples of email appliances include Mirapoint's RazorGate 100, specifically designed for small and medium-sized businesses (up to 500 users), and BorderWare's Mxtreme Mail Firewall. If you don't want to invest in new hardware, take a look at Postini's email security managed service. The Postini Small Business Edition Managed Service, designed for organizations with 10 to 1,000 email users, filters your business email through Postini's own system before it arrives at your own email servers.

A stopgap measure at the network's edge can save your IT staff a lot of grief and time by stopping threats before they enter your network. Bundling different anti-email threat applications into one device can greatly simplify life for your IT staff. For today's harried IT professionals, simplification and peace of mind are most welcome.

What's Happening

Servers Get Serious

HP CTO Considers The Future Of Enterprise Network Servers

by Stephen J. Bigelow

• • •

Servers form the backbone of corporate IT networks, storing data, running applications, and managing much of the network's security. However, the days of static IT infrastructures are waning as companies of all sizes seek to cut costs while still improving network performance.

Lin Nease, CTO at HP, says that agility and flexibility are emerging as key IT assets. "Companies increasingly require an agile IT infrastructure that is designed to grow, adapt, and change with their business. Customers are demanding IT vendors simplify their entire IT environment, standardize for greater efficiency and flexibility, embrace heterogeneity, increase operational efficiency by helping eliminate 'islands' in the data center, make it possible to improve resource use by virtualizing IT assets and automating IT processes, and reduce risk." It's a tall order for even the most capable server hardware, but Nease says that those changes—and many more—are on the horizon.

A Solid Foundation

Tomorrow's network server will depend on a solid foundation of technologies available today. The following three critical technologies that have evolved over the last several years will be absolutely essential for continued server development: 64-bit processors, open-source software solutions, and automation tools (such as virtualization and management software). 64-bit processing allows servers to tackle increasingly complex processing tasks that are far more data and memory intensive than were possible with 32-bit processing platforms. Simultaneously, open-source software offers OS and applications flexibility across a range of processing tasks and workloads. The rise of powerful automation tools can simplify IT management while improving utilization and efficiency. "Combined, these capabilities have allowed enterprise IT to consolidate many of their application silos and offer infrastructure more as a 'service.'"

Nease notes that today's small to midsized enterprise can leverage excellent performance from surprisingly powerful midrange server products, although the exact definition of "midrange" can vary depending on the task being performed. "A midrange SMB MS SQL platform might have four CPUs, four to six I/O slots, and 24GB-plus of memory. This system would offer full-speed connectivity with multiple GB Ethernet LANs, and would typically provide redundancy in major components for high availability and inclusion in clusters. From a management perspective, this type of system would typically offer a lights-out service processor and software for provisioning and managing common applications. It is also expected to have partitioning capabilities so that it has built-in flexibility to perform a range of functions for maximum ROI." HP delivers this type of capability in its ProLiant (DL580 and DL585) and Integrity (rx2620 and rx4640) servers.

Significant Gains Await

In spite of the impressive capabilities offered by today's network servers, network planners and administrators should watch for continued improvements in performance, automation, and packaging over the next few years. In terms of processing, Nease says to expect "significant gains in raw performance, price/performance, and performance density delivered through 64-bit industry-standard processor (namely, x86 and Itanium) with dual-core and multicore capabilities and improved power management." Continued developments in performance, coupled with future virtualization technologies, will support additional flexibility, allowing more servers to handle a broader array of tasks. "Partitioning technologies will become more standardized, particularly with regards to the way virtual machines will be managed by higher-level tools," notes Nease.

Automation is another area where Nease sees room for vast improvement. "Technologies will also emerge that significantly lower the cost of management of systems by automating common tasks." Automation is a key area for HP, and management products such as Systems Insight Manager are evolving to span operating environments and allow for significant improvements in data center efficiencies.

Beyond performance and automation issues, physical server packaging is another area of continued improvement. Nease sees modular packaging as the order of the day. "Servers will be increasingly packaged in more modular forms, such as blades. This is based on the observation that users seldom, if ever, deploy a single server for important functions. Many environments are best suited to a scale-out infrastructure. Blades will allow highly available clusters or combinations of systems, along with network switches, storage appliances, and service management hardware to be packed in simple, optimized chassis or enclosure. The blade design means that the cost of redundancy, system management, power consumption, and heat dissipation will be amortized more efficiently over multiple systems." The continued push toward modular chassis will allow for better standardization and interoperability among component parts.

Adapt Or Perish

Taken together, such improvements should go a long way toward simplifying the IT environment. Not only does this allow for greater efficiency and flexibility, but it also frees skilled IT personnel to focus on new projects and other value-added IT tasks rather than the everyday maintenance grind that seems to plague so many enterprise networks. "This is a key underpinning to HP's Adaptive Enterprise strategy, where business and IT are synchronized to capitalize on change," says Nease. "When IT is run as a business, people, processes, and technology are integrated across the organization to deliver services at the business, application, and infrastructure levels."

He cites one scenario. "For example, virtualization and management automation of servers/storage will allow IT to 'divide and conquer.' There will be two distinct processes: one for hardware management and one for software management. This will allow for significant improvements in data center efficiencies because a group of application experts will not need to manage the complex hardware platform dependency matrix that it must today. Instead, teams of specialists will manage a consolidated server infrastructure and offer server cycles as a 'service,' while app developers will employ this service to run their specific software on." Enterprises that have adopted this approach have already seen dramatic reductions in deployment time for new applications, while providing much higher reliability.

So is the market looking for more low-end servers or fewer high-end servers? Nease says that the answer is "both," although it depends on the application. "In the HPC or commercial cluster market, the trend is definitely towards the smaller, low-cost servers. There is high demand for HP's ProLiant and HP Integrity one- to two-processor servers in these markets where high performance and low cost are imperative. At the same time, HP is seeing strong demand for high-end systems, like the 128-processor HP Integrity Superdome. Superdomes are being deployed for large-scale workloads and server consolidation."

Ultimately, customers will demand both solutions to meet specific problems. "For 'scale-up' workloads (typically, but not restricted to, large relational database platforms), symmetric multiprocessing will continue to reign for years to come, with hundreds of processors sharing a common memory space. For 'scale-out' workloads, processors are connected by ubiquitous networks. In both of these cases, multicore processors, software optimization, and 64-bit applications will allow workloads to dramatically increase in scale."

What's Next

Intel Looks To Gigabit Flash

Flash memory has become a crucial element of consumer electronics. Unlike regular dynamic memory, flash memory retains its contents even when power is removed, making flash devices an ideal long-term storage medium for a wide range of electronic devices. Although the fortunes of flash memory manufacturing have varied through the years, the size and performance of flash memory devices have continued to evolve as major manufacturers seek to wring profits from this competitive market.

Intel has long been an active player in flash memory devices (closely competing with rival AMD's flash devices) and is planning the next generation of NOR flash devices. Intel's StrataFlash Embedded Memory devices should appear later this quarter, initially in 64M and 512Mb versions. A 1Gb version of the memory is planned for the second half of 2005. Initial applications of flash memory will likely be in such devices as cell phones and digital cameras but will grow to embrace a variety of computing devices, including PDAs and tablet PCs. StrataFlash pricing is not available at this time, but devices incorporating the new flash devices should appear soon after the new memory becomes available.

Clusters Pushed Back

Rather than rely on the processing power of individual servers, IT infrastructures are grouping servers into "clusters" that can work cooperatively, bringing additional computing power to important IT tasks. When assembled and configured properly, computing clusters can approach the computing power of low-end supercomputers. Such high-performance clustering has become increasingly important as enterprises seek to handle data-intensive tasks such as data mining and complex trend analysis. Support of such clustering, however, demands an OS that can optimize the effective use of clustered machines. Linux has been one popular OS for clustering, but Microsoft has been planning for the release of the Windows Server 2003 Compute Cluster Edition to handle similar tasks in a Windows Server environment.

Originally planned for a late 2005 release, the availability date has been pushed back to the first half of 2006 to allow for tweaks and improvements. A revised beta is expected in the second half of 2005. Pricing is not yet available, but discounts are expected for additional nodes of a cluster. Eventually, Microsoft plans to incorporate "cycle harvesting" technology into the OS, which will allow clusters to utilize the processing power of idle PCs on the network, bringing potentially much more processing capability to the cluster during idle periods.

Java License Revamp

Java has emerged as an important software development platform, though Sun's licensing restrictions have sometimes made Java applications difficult to bundle with open-source software. With Sun's second-generation version of Java, the Java 2 Standard Edition (or J2SE, code-named Mustang), slated for completion in mid-2006, Sun is contemplating changes to its commercial Java license. Among other features, it's expected that J2SE will provide backward compatibility with existing Java applications, as well as added features for bug detection and identification, Web services support, and improved scripting support (for scripts such as Perl, Python, or PHP). Although it is highly unlikely that Sun will adopt open-source licensing for J2SE, it is expected that any licensing revisions should ease restrictions that will give Java developers more latitude in using the Java source code, ultimately making Java development more pervasive in the industry.

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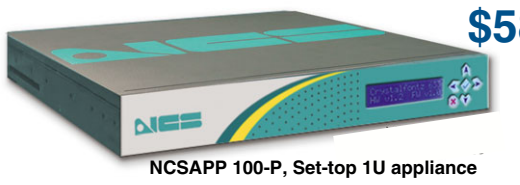

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NCS Swift Appliance Partner Program (NCSAPP) offers a quick and cost-effective way to ISV partners who wish to bring their branded appliances to market. NCSAPP product offerings include standard off-the-shelf Intel and AMD based single and dual processor appliance platforms. 100-P platform is just one of them! All platforms offered by NCS can be customized to suit your requirements.

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DNS Appliance
Virtual Booth 3062 • Virtual Product 1729

DNSdevil is a DNS appliance that utilizes the proven hardware and software platform of OffMyServer and the solid BIND DNS server to make DNS management a snap.
- Create new zone records using defaults you have set.
- Bulk creation of zones.
- List Domains per customer.
- List Domains by host.
- List Domains by registrant
- Find duplicate resource records.
- Find zones with missing resource records.
- Set zone time values in natural language.

All of this running on a rock-solid hardened FreeBSD system with a custom configured kernel designed specifically for the appliance unit and backed by the resources of the OffMyServer award-winning customer support team.

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DNS Network Appliance
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- Distributed solution for point or enterprise-wide application
- Advanced security and interoperability
- SNMP-based reporting
- Integrated DNS/DHCP
- Active Directory Support
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Email Server Appliance
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Network Security Platform
Virtual Booth 3082 • Virtual Product 1799

NSA 1041

NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. **$721 barebone unit (includes CPU)**
The new NSA 1041 main features:

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Network Surveillance Server
Virtual Booth 1329 • Virtual Product 2039

The VioGate offers a fast, convenient way to set up network surveillance. Features Include:
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- Supports many storage devices including PPPoE & DDNS
- IP security settings
- Reboot remote control
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IT In A Box
Virtual Booth 4047 • Virtual Product 1989

The IT IN A BOX integrates a switch, router, email server, file server, a wireless LAN access point and much more into a single, small device. The easy to use system does not require a highly trained administrator. The solution gives the small business the ability to employ IT functions at low cost--one could purchase two IT IN A BOX units for less than the cost of a typical network.

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XML Accelerator
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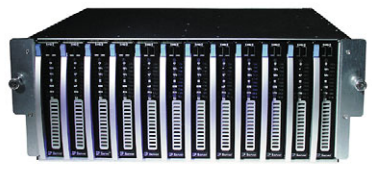
CMS-4U XEON Blade Server
Virtual Booth 3794 • Virtual Product 1561



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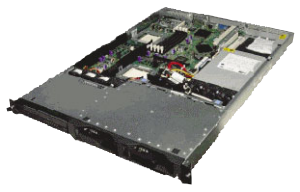
Dual Opteron Server
Virtual Booth 3783 • Virtual Product 1588



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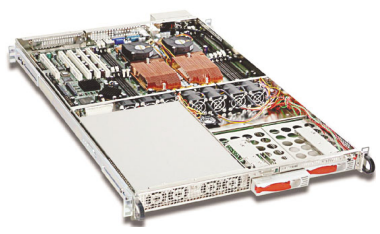
1U Quad Opteron Server
Virtual Booth 3062 • Virtual Product 1728



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1U Server Appliance
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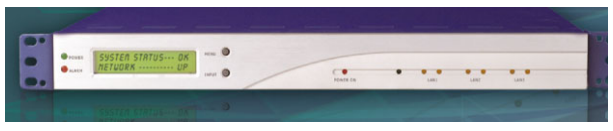

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Intel® E7501 Chipset

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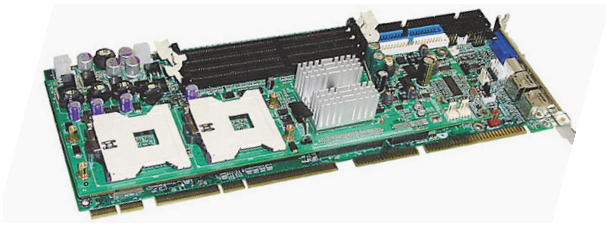

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Disk-To-Disk Appliance

Virtual Booth 3420 • Virtual Product 1633

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T82 model is compatible with Tyan's S4882 Quad Opteron Server board
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- Platform independent

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$15,745
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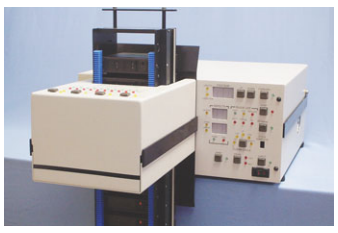

- Cleans, retensions & optically scans DLT, SDLT & LTO tape cartridges
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Media / Disk Degausser
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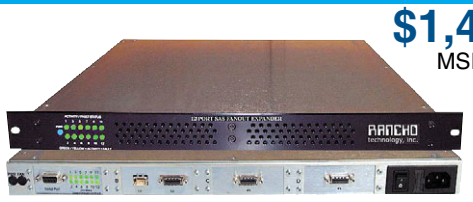

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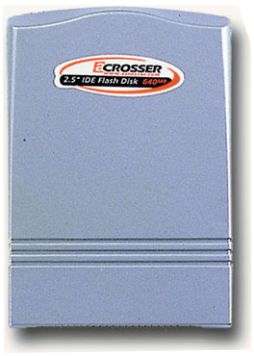

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MiniSTOR JBOD Storage
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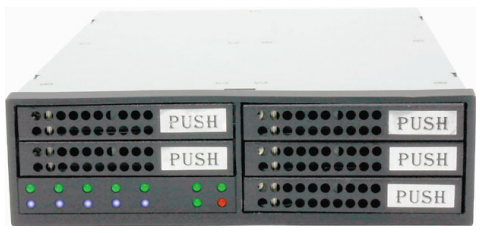

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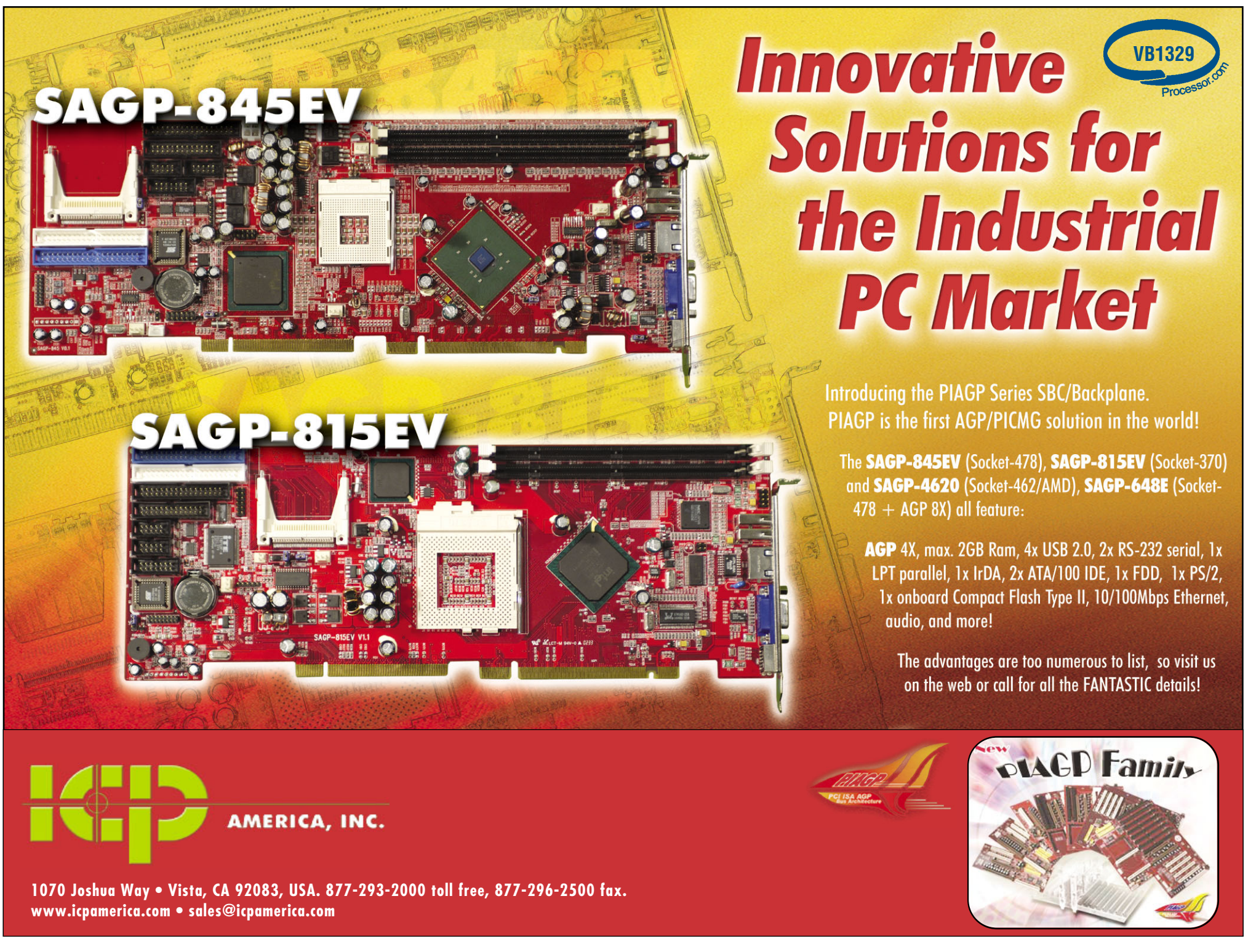

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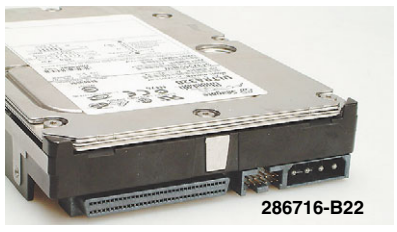

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Secure Thin Client
Virtual Booth 3663 • Virtual Product 1226

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BorderGuard™ Secure Thin Client

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Zero-Footprint PC
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As Low As
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Zero-Footprint-PC is simply a complete PC inside a normal sized keyboard without the BULKY BOX. It is the logical choice to the space constraint problems existing in today's offices. Benefits include: Streamlined design, Reduced power consumption for lower electric bills, Network ready - built-in 10/100 LAN, Easy to service & upgrade in the field, powerful and sleek. Custom configuration available.

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Mini Computer Node
Virtual Booth 1217 • Virtual Product 1694

Padova Technologies' SlickNode Mini PC is perfect for those dedicated applications where a normal PC would not fit. Use it as a mini desktop, for presentations or as a dedicated Linux device server/appliance.

- Pentium 4 800Mhz FSB, 10/100 Ethernet, 1394 Firewire, USB 2.0, CD-ROM or CDRW/DVD.
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Collaboration Software
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SuSE Linux Openexchange Server is the modular all-in-one communication and collaboration solution that yields **savings of up to 63%!** More importantly, from day to day you will enjoy the reliable, rapid, and automated coordination of information, documents, appointments, projects, addresses, and resources.

The SpinWeb SuSE Linux Openexchange Server (SLOX) is a self-contained hosted groupware solution that is changing the face of groupware and collaboration. Gone is the need to purchase and maintain expensive hardware for use in-house, the need for a dedicated T1 to host your mail and groupware in-house, and the need for an overworked IT department to keep up with security patches, virus definitions, updates, and system maintenance. Release your IT burdens and let Openexchange, SpinWeb's hosted groupware solution, handle all your groupware needs.

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Business Intelligence
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Bladeworks™ enterprise software is the only configurable, plug-and-play solution that searches, analyzes, and operates on transactional and historical data in real-time across remote and disparate databases. Bladeworks has the unique ability to discover similarities and non-obvious relationships in data in real-time and apply the results of data analysis to an operational environment.

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CRM & Service Software
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Business Suite 9 ENTERPRISE

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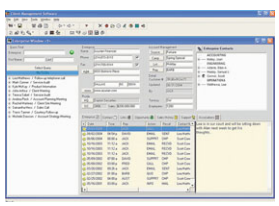
EMAIL: info@tigerpawsoftware.com

CRM Software
Virtual Booth 4069 • Virtual Product 2028

$65 per user, per month and you own it



Oncontact's customer relationship management system for mid-market companies houses all the critical business information an organization needs to develop effective sales, marketing & customer service strategies. Oncontact's CRM solution ultimately empowers an organization to build stronger, more profitable relationships with customers and prospects. Suitable for a Windows and/or Web environment.

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Web-Based Service Desk
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Process Automation
Virtual Booth 3961 • Virtual Product 1877

The Intersection of People and Technology - Offering superior visibility into and control of service delivery for complex IT environments.

The Active Reasoning solutions:
- Report and track activities taken within the infrastructure.
- Guide individual activity and actions according to established policies, ensuring consistency and integrity in IT operations.
- Automate repetitive or labor-intensive operations, freeing valuable IT staff time for higher-value operations.
- Manage the activities of the IT organization by incorporating policies, procedures, and best practices.

Active Reasoning closes the gap between NSM and Service Management solutions, focusing on the human actions that support service delivery.

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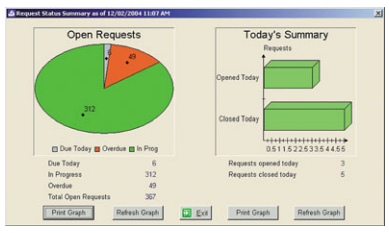
EMAIL: sales@activereasoning.com

Help Desk & CRM Solutions
Virtual Booth 4160 • Virtual Product 2143



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NetKeeper lets you give superior customer service and make faster, informed business decisions. NetKeeper manages service and sales to increase productivity and customer satisfaction with integrated tools for automated call entry, Web self service, email, knowledgebase, inventory and reporting. NetKeeper is easy to deploy & to use and requires no programming ability to customize.

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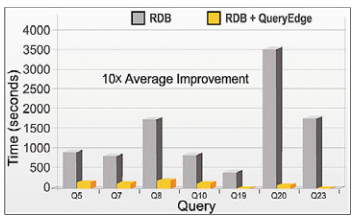
Query Acceleration SW
Virtual Booth 4055 • Virtual Product 2004



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Data Synchronization Tool
Virtual Booth 4070 • Virtual Product 2029

MaXware ExpresSync

MaXware's ExpresSync is a one-to-one data synchronization tool that enables enterprises to easily manage their identity integration requirements. ExpresSync securely moves data between any two repositories or applications - regardless of platform, protocol, type or location. ExpresSync is a low cost, scalable solution designed to meet the critical needs of an organization, improve efficiency and provide a rapid return-on-investment.
The MaXware ExpresSync is one component of MaXware's overall Identity Management offering including Meta Directory, Virtual Directory, Workflow, Provisioning and Password Management.

Starting at $8,500

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OCR Software (Suite)
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Our multiple award-winning OCR for AnyDoc® is the most powerful and flexible data capture solution available. It is currently in use at thousands of businesses worldwide, in virtually every industry, transforming stacks of paper invoices, forms and documents into computer-readable data without any need for data entry operators.
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Email Utility
Virtual Booth 4080 • Virtual Product 2042

Accellion OneCopy™

The Accellion OneCopy™ immediately improves mail performance by removing attachments from the messaging server. For IT staff, Accellion reduces mailbox storage - by up to 80% - and makes backup and restore times dramatically faster. For users, they will no longer hit mailbox quota limits.

Accellion OneCopy allows IT to regularly and automatically remove attachments from the messaging server, replacing each attachment with a secure link. Attachments can be moved to any integrated storage. The email message remains intact and searchable. Attachments are accessible by simply clicking on the link. **Starting at $8000 for one appliance for 250 users.**

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Email Utilities
Virtual Booth 4194 • Virtual Product 2228

Automatically Manage Mailboxes, PST Files and Public Folders

Mail Attender® Enterprise centrally manages content within PST files (network accessible and local), public folders and Exchange mailboxes to save your company time and expense.
Archive documents and attachments to a secure location, perform keyword searches to locate/retrieve information, enforce retention policies that proactively control storage space, address compliance issues and compact PSTs. Management is transparent to end users and can be applied to certain users or groups. Download a FREE TRIAL today and immediately view statistics across your entire enterprise!
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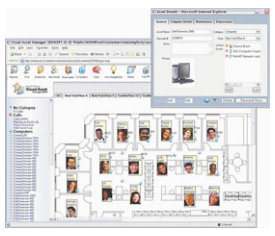
Asset Management
Virtual Booth 3964 • Virtual Product 1879



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Business Process Mgmt.
Virtual Booth 3773 • Virtual Product 1537

Business Process Management (BPM) Investigators' Kit

Unlock the mysteries of how to model, automate, manage and optimize business processes across your organization to gain true competitive advantage.

Visit **www.ultimus.com/investigate.htm** for access to:

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Automation Solutions
Virtual Booth 4097 • Virtual Product 2061

Application Automation Solutions

Tidal Software Inc is a leading provider of application automation, integration, and management solutions. Tidal provides organizations with products that ensure applications run at peak efficiency and bolster the business value that companies need to be successful.
- Increases productivity by delivering automation across a wider portion of your enterprise
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Transaction Processing
Virtual Booth 3926 • Virtual Product 1808

Adaptive Server Enterprise (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. Continuing the legacy of business-critical performance and cost-effective computing, ASE 12.5.2 is faster, more efficient, and easier to deploy and maintain.

Sybase ASE is focused on the core factors that affect total cost of ownership-operational requirements, system performance, and application development. Sybase ASE includes built-in self-management tools, wizards to automate routine tasks, advanced XML and Web services support, and real-time message services when used with the Sybase Real-Time Data Services (RTDS) package.

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Application Portfolio Mgmt
Virtual Booth 3886 • Virtual Product 1734

Better IT Management, More Effective Decision Making
By accurately consolidating multiple levels of information into an enterprise-wide Application Portfolio Management (APM) system, **BluePhoenix™ IT Discovery** helps companies keep track of system inventories, resources, and interrelationships. The automated solution provides detailed impact analysis reports for centralized and distributed IT systems by mapping systemwide activity and all interactions between applications and other software components. IT Discovery provides IT and business executives with the centralized view of information needed to create an objective version of the company's IT environment. This "bigger picture" facilitates more effective understanding, management, and maintenance of IT environments, enabling companies to reduce ongoing costs and improve decision making processes.

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Communication Software
Virtual Booth 4166 • Virtual Product 2153

insta-REACT! is a SIP-based converged platform for instant voice communications. It provides an all-in-one communication solution as well as a one to one, one to many, and many to many voice communications. All features are delivered on a single software user interface on the user's PC using the corporate network. The Solution provides secure, standard-based multimedia communications including:

- Instant Message (IM)
- Numberless Dialing (Paging)
- Voice recording
- Dynamic conferencing
- Presence
- Intercom
- Conferencing
- Push to talk

The system feature set is optimized to support the communications needs of any enterprise seeking instant group voice communications, remote workgroups, telecommuters and mobile workforces.

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Document Creation Software
Virtual Booth 4072 • Virtual Product 2032

Dialogue for enterprise personalization

Exstream's Dialogue™ software is a next generation enterprise personalization solution that helps businesses around the world connect with their customers through higher quality, fully personalized communications—delivered through print and electronic channels. Dialogue empowers companies in the financial services, insurance, service bureau, telecommunications, and utilities industries to get high-volume critical documents and relevant information to customers up to 60 percent faster, reduce development and delivery costs by as much as 80 percent, and significantly improve customer retention.

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Project Management
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Web Performance Software
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Internet Traffic Management
Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:
- **Health monitoring**
- **Load balancing**
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- **Traffic redirection**
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By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.

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Availability / Load Balancing
Virtual Booth 4168 • Virtual Product 2155

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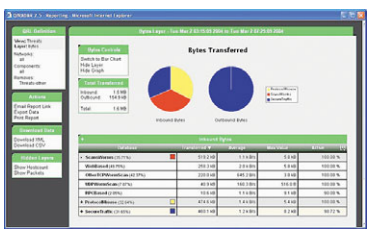
Network Anomaly Detection
Virtual Booth 3945 • Virtual Product 1839

QRadar



QRadar Network Anomaly Detection
Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.

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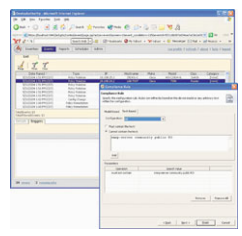
Change/Configuration Mgmt.
Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:
- Real-time visibility and reporting of device configurations
- Automated compliance and standards management
- Reliable, secure, automated implementation of changes

Get your FREE guide, "Selecting a NCCM Solution" at: www.alterpoint.com/selecting

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Network Configuration
Virtual Booth 4147 • Virtual Product 2123

VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. **VoyenceControl!** improves network security and increases availabilityby preventing errors from being introduced during the design or change process. **VoyenceControl!** significantly reduces the time, resources and costs associated with managing complex networks.

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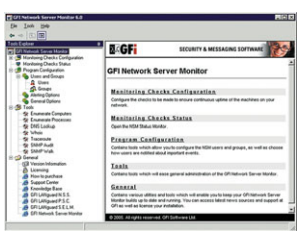
Network & Server Monitor
Virtual Booth 3805 • Virtual Product 1589

$375
(5 server license)



GFI Network Server Monitor automatically monitors your network and servers for failures and allows administrators to fix and identify issues before users report them. Alerts can be sent by email or text message. Actions, such as rebooting a machine, restarting a service or running a script, can be done automatically. Download your free evaluation version today at www.gfi.com/npp!

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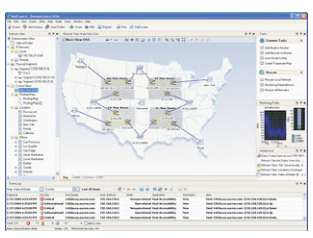
Network Monitoring & Mgmt.
Virtual Booth 3935 • Virtual Product 1823



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To: can't afford not to

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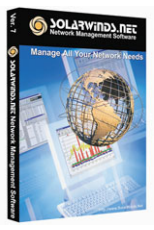
Networking Management
Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.

SOLARWINDS.NET Network Management Tools
http://www.SolarWinds.Net

8221 E. 63rd Place
Tulsa, OK 74133
Phone: (918) 307-8100
Fax: (918) 307-8080
WEB: www.solarwinds.net
EMAIL: info@solarwinds.net

Enterprise Software
Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks.

Discovery Processes

- Network Discovery
- Server Discovery
- Leak Discovery
- Wireless Discovery

IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.

Flexible term-licensing options starting at $25,000

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EMAIL: sales@Lumeta.com

Network Inventory Mgmt.
Virtual Booth 4220 • Virtual Product 2307

MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "evergreen"–continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

Benefits & Highlights:

- Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations
- Provide precise inventory forecasting

METASOLV® SOFTWARE

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Plano, TX 75024
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Phone: (972) 403-8300
WEB: www.metasolv.com
EMAIL: salescontact@metasolv.com

Network Analysis Software
Virtual Booth 3801 • Virtual Product 1580

NETVOYANT

NetVoyant is a family of software products that provide network performance analysis and reporting solutions for the management of computer network infrastructure, critical servers, and applications. The system is scalable from the smallest enterprise to those with multiple locations or network operation centers where remote monitoring is required. NetVoyant automatically retrieves and compiles network statistics, performs analyses of those statistics, and provides graphical reports including baseline performance, bandwidth utilization, network volume, traffic, and trends. All solutions are available on Solaris, Linux, and Windows™ platforms.

NetVoyant lets you understand what is really happening on your network, from a LAN and WAN perspective, so that you can make informed decisions.

RedPoint Network Systems

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Network Analysis Solutions
Virtual Booth 4011 • Virtual Product 1957

WildPackets' Omni³ is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits

- Faster resolution of faults
- Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features

- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni³ engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex Gigabit, and WAN

For your free eval, visit www.wildpackets.com/processor

WildPackets

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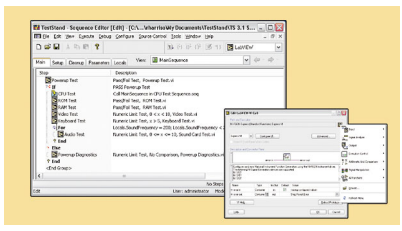
WEB: www.wildpackets.com
EMAIL: info@wildpackets.com

Test Management
Virtual Booth 4082 • Virtual Product 2025



Develop your automated tests 4X faster with **TestStand3.1** - National Instruments newly released version of award-winning test management software. NI TestStand is a ready-to-run test management environment for automating your test and validation systems. NI TestStand is designed to maximize test-code reuse through built-in language adapters and simplify maintenance by using a modular fully customizable test-system framework.

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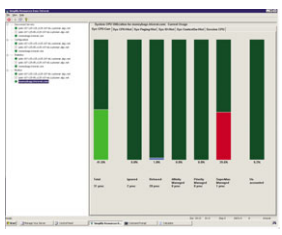
WEB: www.ni.com
EMAIL: sales@ni.com

Terminal Server Mgmt.
Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.

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Terminal Server Performance
Virtual Booth 4094 • Virtual Product 2057

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TScale provides improved application performance and reliability while increasing the capacity of your servers by up to 40% or more!

Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

Key benefits include:

- Up to 40% or more users per server!
- Improved system and application response times!
- No more freezes, hangs and sluggishness due to runaway and rogue applications!

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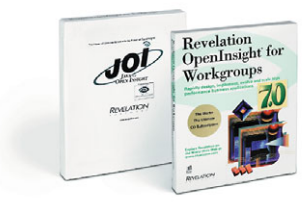
WEB: www.rtosoft.com
EMAIL: info@rtosoft.com

Application Development
Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit
OpenInsight, Revelation Software's flagship product, is a repository-based applications development environment that enables development teams to work collaboratively to design, develop, deploy and scale high-performance business solutions on leading messaging and client/server platforms. Runs on both Windows and Linux.

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Content Security Kit
Virtual Booth 3953 • Virtual Product 1912

Content Security Acceleration Development Kit

- Boost performance of existing Antivirus, Antispam and Content Filtering apps. - NO hardware expertise required.
- Includes 2xPCI Accelerator Cards - fast pattern matching, decompression and bayesian classification.
- Includes SDK, API documents and programming guide.
- Includes sample Antivirus and Antispam applications.

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EMAIL: sales@sensorynetworks.com

CGM-to-SVG Software
Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005
www.quicksvg.com

Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG ViewerTM context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.

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Content Transformation
Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.

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SCSI Reference Library
Virtual Booth 3820 • Virtual Product 1613

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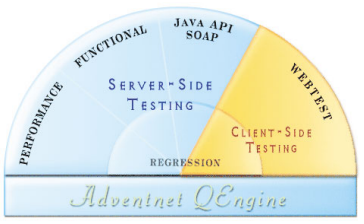
WEB: www.scsitoolbox.com
EMAIL: sales@scsitoolbox.com

Test Automation
Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.

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Application Mgmt Suite
Virtual Booth 4141 • Virtual Product 2114

Say goodbye to tension headaches, achy back muscles, and the pains that appear each time application issues occur. With DataVelocity you can experience: *The comfort of error free application rollouts *The ease of bug free code *The joy of a monitored, stable IT environment *And the peace of quiet phones after an application upgrade. DataVelocity are database specialists and tension easers. We protect database environments from unforeseen disasters including data corruption, application failures and more. Our purpose is to prevent your environment from suffering any outages, protect the business from any down time and provide you with time to relax and breathe.

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EMAIL: info@data-velocity.com

Wireless Access To CRM
Virtual Booth 3958 • Virtual Product 1873

Air2Web's **2CRM** is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they are.

air2web

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Phone: (404) 942-5300
Fax: (404) 815-7708
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EMAIL: info@air2web.com

Packaged Speech Application
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Now you can access Microsoft™ Outlook email, calendar and appointments over the phone with **Voice Automation for Microsoft Exchange**. Whether commuting, working off site, or traveling between customers, mobile access through voice is reliable and fast. Your voice is the interface, no keyboard required to read, reply to and create new Outlook data, including appointment times and contact information. Updates are system-wide, so off site and on-premise CRM users are always in sync. It's a low-cost hosted or on-premise solution that gives you the functions of a wireless PDA, along with the ability to create update data remotely. Minimal installation and training required.

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EMAIL: sales@voiceautomation.com

Wireless Access To Email
Virtual Booth 3958 • Virtual Product 1872

Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

air2web

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WEB: www.air2web.com
EMAIL: info@air2web.com

Remote Enterprise Mgmt.
Virtual Booth 3955 • Virtual Product 1863

IC²

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Server States
Queues
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Public Folders
Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.

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iSeries Software
Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.

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EMAIL: sales@CQAInc.com

Enterprise Security Software
Virtual Booth 3826 • Virtual Product 1621

ENDFORCE Enterprise software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.

ENDFORCE

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Dublin, OH 43017
Phone: (866) 777-2537
Fax: (614) 923-6299
WEB: www.endforce.com
EMAIL: sales@endforce.com

Endpoint Security Solution
Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Mobility Identity Enforcement
Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.

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User ID Mgmt Solution
Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
- Best-in-class account provisioning features for maximum security, efficiency, productivity, cost-savings, and ROI.
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EMAIL: sales@courion.com

Password Management
Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management

SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started, SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com

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WEB: www.passgo.com
EMAIL: sales@passgo.com

Password Management Tool
Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

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Access Management Software
Virtual Booth 3763 • Virtual Product 1529

Entegrity AssureAccess

AssureAccess allows Web and J2EE application developers deploying secure e-business solutions to easily include authentication, single sign-on, authorization, audit, user management and security policy administration in their applications without building custom security code for each application.

Through AssureAccess, organizations can quickly deploy and update their security resulting in:
- More reliable security implementations
- Shorter and more predictable deployment schedules
- Lower overall application development costs

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Certificate Authority
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By chaining your identity and trust infrastructure to OmniRoot, you can guarantee that the digital certificates you issue will be automatically recognized and accepted by your end-users' browsers since they both link to a common trust point.

Betrusted offers both prepackaged and custom tailored SSL certificate solutions that incorporate OmniRoot - So whether you need to secure one server or multiple servers there's a service for you.

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Web Authentication
Virtual Booth 3944 • Virtual Product 1838

Entrust TruePass™

You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use - increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.

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Fingerprint Logon Software
Virtual Booth 3866 • Virtual Product 1702

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Secure Authentication
Virtual Booth 3833 • Virtual Product 1629

Datakey Axis is a **software** and **Smart Card solution** that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.

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Optical Fingerprint Reader
Virtual Booth 3866 • Virtual Product 1701

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Triple Factor Authentication
Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution

With the **BioStik™**, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with digitally signed and encrypted remote access to your servers especially via the Web. It leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification. **Starting price $30,000** for 99 users, unlimited users **$60,000** based on configuration.

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SmartCard Security Software
Virtual Booth 3580 • Virtual Product 1162

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Start from:
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EMAIL: sales@360degreeweb.com

Database Auditing Software
Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits
- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.

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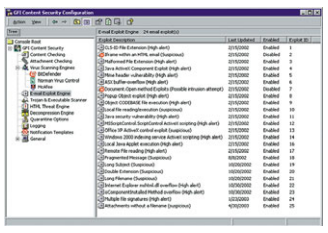
Email Security For Exchange
Virtual Booth 3805 • Virtual Product 1592



GFI MailSecurity for Exchange/SMTP is an email content security solution that protects against known & unknown viruses and threats at a competitive price (unlimited users: $3,750; 100 users: $950). Key features: multiple virus engines, content checking, intelligent heuristics-no virus updates required, exploit detection, threats engine, Trojan / Executable Scanner & more. Download free eval @ gfi.com!

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Email Management
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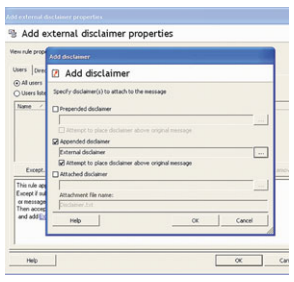

Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers anti-spam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.

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Web Server Anonymization
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Security Linux
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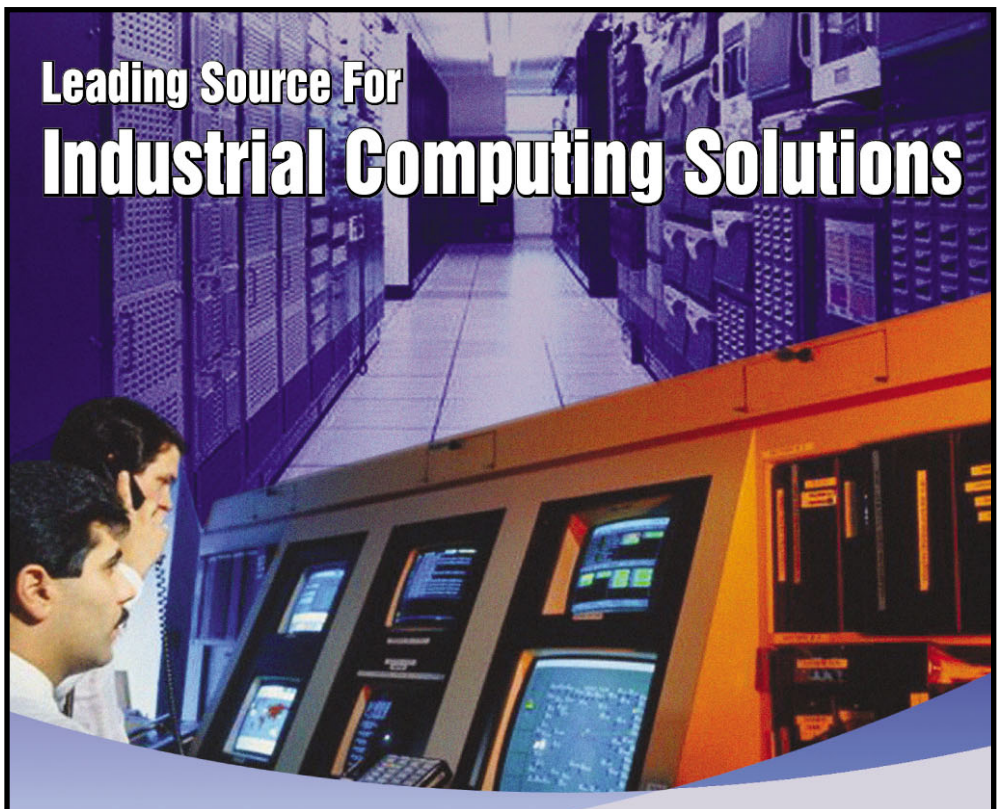

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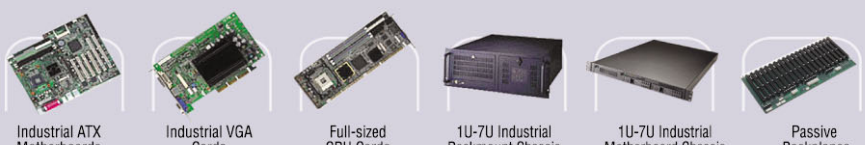

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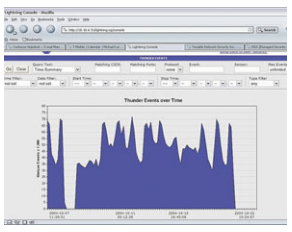
Enterprise Log Analysis
Virtual Booth 3724 • Virtual Product 1429

Thunder 1.0



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System Event Log Analysis
Virtual Booth 3746 • Virtual Product 1485

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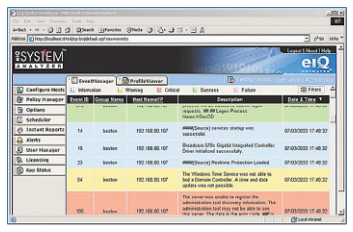

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Event Log Monitoring
Virtual Booth 4114 • Virtual Product 2087

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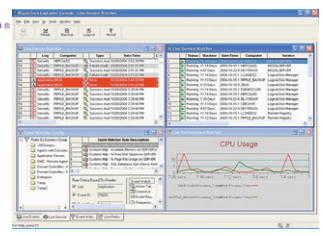

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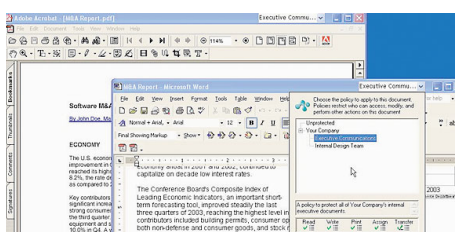
Intellectual Property Security
Virtual Booth 3868 • Virtual Product 1703



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Network Security Software
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Vulnerabiltiy Management
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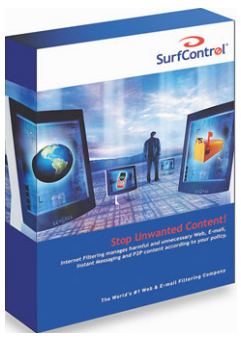
Web Filtering Solution
Virtual Booth 3947 • Virtual Product 1853



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Web Filtering and Security
Virtual Booth 4143 • Virtual Product 2118

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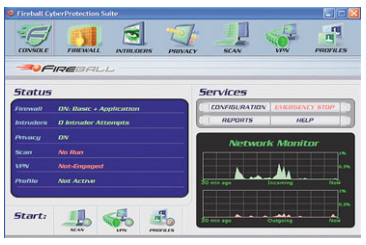
Endpoint Security
Virtual Booth 4091 • Virtual Product 2053



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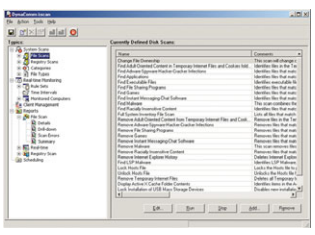
Enterprise Anti-Spyware
Virtual Booth 3782 • Virtual Product 2343



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Liebert Mission-Critical Cooling Technology. Just another reason Emerson Network Power is the global leader in enabling business continuity.

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Precise Antispam Gateway
Virtual Booth 3698 • Virtual Product 1284

PreciseMail Anti-Spam Gateway
Get precisely the e-mail you want
PROCESS SOFTWARE

- Web interface for user spam management
- Mulitple antispam filtering technologies are used for high accuracy
- Eliminates spam at the Internet gateway or mail server without filtering critical legitimate email messages

Starting Price $17.50 per user for commercial organizations. Volume & Educational discounts available.

PROCESS SOFTWARE
A PLATINUM EQUITY COMPANY

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Framingham, MA 01701
Phone: (800) 722-7770
Fax: (508) 879-0042
WEB: www.process.com
EMAIL: sales@process.com

Antispam For Exchange
Virtual Booth 3934 • Virtual Product 1822

iHateSpam for Exchange™

iHateSpam for Exchange™ installs quickly and easily on Exchange 5.5, 2000, and 2003 servers. Over 4,000 licenses have been deployed, making it one of the best-selling anti-spam solutions for Microsoft Exchange.

- Fast setup "configure it and forget it"
- Over 95% spam detection rate
- Constantly updated spam engine
- Users can manage their own quarantine
- Customizable treatment of spam
- 30-day product evaluation

SUNBELT SOFTWARE

101 N. Garden Ave.
Clearwater, FL 33755
Phone: (888) 688-8457
Fax: (727) 562-5199
WEB: www.sunbelt-software.com/pcom
EMAIL: sales@sunbelt-software.com

Antispam Application
Virtual Booth 3989 • Virtual Product 1924

Email Filtering Service Blocks Spam and Viruses —BEFORE They Reach Your Network

postini

- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as $3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions.
Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

THE FULCRUM GROUP

715 Katy Road, Suite 208A
Keller, TX 76248
Phone: (817) 337-0300
Fax: (817) 337-0313
WEB: www.fulcrumgroup.net
EMAIL: info@fulcrumgroup.net

Antispam
Virtual Booth 4046 • Virtual Product 1988

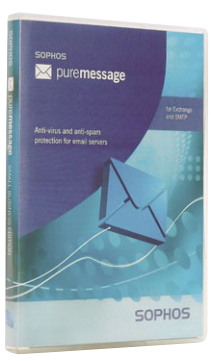
Tumbleweed MailGate™ is a secure, hardened Linux-based appliance, designed to remove spam and viruses from the email systems of small, medium, and large enterprises. MailGate is the only antispam appliance on the market with true artificial intelligence, which is why InfoWorld magazine rated it #1 against all competitors.

What Makes MailGate The Smartest Antispam Choice?
- Install and configure in less than 30 minutes
- Proactive and reactive approaches capture 98% of spam with extremely low false positives
- McAfee or Kaspersky antivirus stops viruses at the network edge
- Lowest total cost of ownership for real savings
- Tumbleweed is the trusted leader in email security, with over 10 years of innovation and over 1100 customers.

TUMBLEWEED COMMUNICATIONS

700 Saginaw Drive
Redwood City, CA 94063
Phone: (800) 696-1978
Fax: (650) 216-2001
WEB: www.tumbleweed.com
EMAIL: info@tumbleweed.com

Email Management Solution
Virtual Booth 3918 • Virtual Product 1790

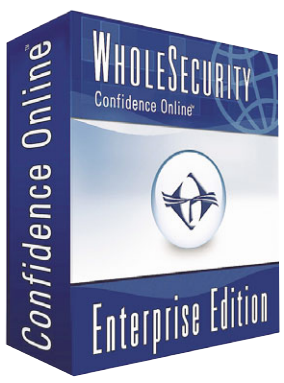


Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution.
- Policies combine anti-spam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS.
- Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

SOPHOS

539 Encinitas Blvd.
Encinitas, CA 92024
Phone: (800) 535-3353
Fax: (760) 942-6489
WEB: www.nwtechusa.com
EMAIL: sales@nwtechusa.com

Zero-Hour Threat Detection
Virtual Booth 3742 • Virtual Product 1449



Worried about worms, Trojan horses and eavesdropping threats?
WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!

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Fax: (512) 874-7401
WEB: www.wholesecurity.com
EMAIL: sales@wholesecurity.com

Microsoft SQL Audit/IPS
Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based, database intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid users.
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

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Phone: (212) 947-8787
Fax: (212) 947-8788
WEB: www.appsecinc.com
EMAIL: sales@appsecinc.com

Vulnerability Management
Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software

You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection - When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.

intrusec

75 Fifth Street NW, Ste. 207
Atlanta, GA 30308
Phone: (404) 526-6138
Fax: (404) 526-6132
WEB: www.intrusec.com
EMAIL: info@intrusec.com

Exposure Risk Mgmt.
Virtual Booth 3875 • Virtual Product 1719

Skybox™ View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10,000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." **Skybox™ View** reduces the window of exposure from months to hours and communicates risk in layman terms to executives.

skybox™ security
MANAGING THE RISKS THAT MATTER

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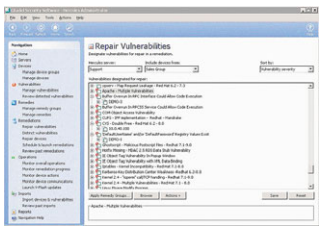
Palo Alto, CA 94303
Phone: (650) 565-8060
Fax: (650) 565-8068
WEB: www.skyboxsecurity.com
EMAIL: sales@skyboxsecurity.com

Vulnerability Remediation
Virtual Booth 3891 • Virtual Product 1755



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with **Hercules**, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.

CITADEL™ SECURITY SOFTWARE

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Fax: (214) 520-9293
WEB: www.citadel.com
EMAIL: info@citadel.com

Disk / Data Erasing Software
Virtual Booth 4162 • Virtual Product 2145

$995

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any and all drives. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.

Tabernus
Building Strong Foundations for Mass Storage Testing

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Fax: (512) 372-9474
WEB: http://www.tabernus.com
EMAIL: sales@tabernus.com

USB Software Security
Virtual Booth 3972 • Virtual Product 1889

as low as **$19.95** per user

Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.

MARX® SOFTWARE SECURITY

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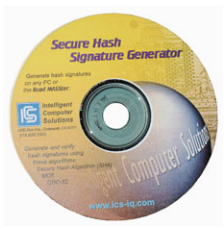
Phone: (800) 627-9468
Fax: (770) 986-8891
WEB: www.marx.com
EMAIL: sales@marx.com

Encryption Software



The **"Secure Hash Signature Generator"** creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.

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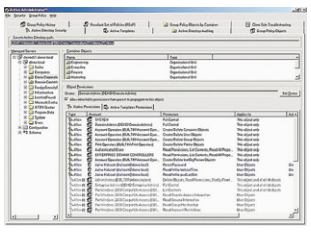
WEB: www.ics-iq.com
EMAIL: sales@ics-iq.com

Active Directory Mgmt.
Virtual Booth 3960 • Virtual Product 1875

Active Administrator



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control

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EMAIL: sales@scriptlogic.com

Display-Only File Server
Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from informaiton theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- Screen dump on a user machine is disallowed whenever the user is interacting with a confidential file.
- Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
- Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.

Retail Price: $100 per user license

RNI Rether Networks Inc.

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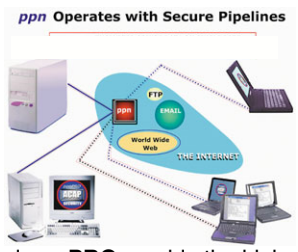
Fax: (631) 467-4597
WEB: www.rether.com
EMAIL: rni@rether.com

Secure Networking Software
Virtual Booth 4150 • Virtual Product 2125



Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.

SECURITY ACAP SOFTWARE

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Huntington Beach, CA 92648
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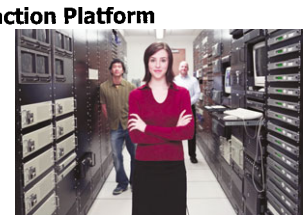
Fax: (714)-465-3391
WEB: www.apacsecurity.com
EMAIL: info@acapsecurity.com

Web Services Security
Virtual Booth 3944 • Virtual Product 1837

Entrust
Secure Transaction Platform



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.

Entrust®
Securing Digital Identities & Information

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Ottawa, ON K2K 3E7 Canada
Phone: (888) 690-2424
Fax: (613) 270-2501
WEB: www.entrust.com/stp/pro
EMAIL: entrust@entrust.com

Enterprise Backup Solution
Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.

VERITAS™

350 Ellis Street
Mountain View, CA 94043
Phone: (800) 327-2232
Fax: (650) 527-2908
WEB: www.veritas.com
EMAIL: sales@veritas.com

Backup & Recovery Solution
Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Scalable
- Manageable
- Flexible

betasystems

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Toll Free: (800) 475-1168
WEB: www.betasystems.com

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Fax: (301) 486-4602
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Data Protection Software
Virtual Booth 3837 • Virtual Product 1632

$79 Workstation Edition
$275 Server Edition
$395 Exchange or SQL Agent

BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device support
- Live Microsoft Exchange backup (to mailbox level), live SQL Server backup
- Back up to any media at no additional cost
- "Bare-metal restore" for disaster recovery
- Unmatched value

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Data Protection Made Simple

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Backup & Recovery Mgmt.
Virtual Booth 3991 • Virtual Product 1926

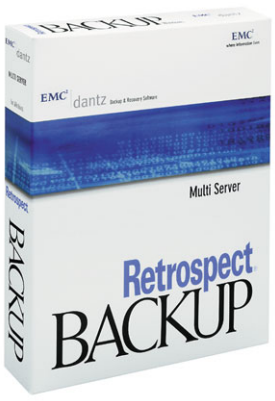
Not Just Another Backup Utility!

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.

21ST CENTURY software INC.

940 W. Valley Rd., Ste. 1604
Wayne, PA 19087
Phone: (610) 971-9946
Fax: (610) 964-9072
WEB: www.21stcenturysoftware.com
EMAIL: sales@21stcenturysoftware.com

Backup Software
Virtual Booth 4062 • Virtual Product 2014



New EMC Dantz Retrospect 7 for Windows makes speed & ease of use a backup reality. Now you can perform fast, automated backups to disk, stream data to tape for offsite storage & keep disk copies onsite for quick restores. Just a few clicks will have you up & running. Ease of use, unparalleled restore accuracy & complete protection for servers, desktops & notebooks are why thousands of businesses rely on Retrospect.

EMC² | dantz

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Walnut Creek, CA 94597
Phone: (925) 948-9000
Fax: (925) 948-9099
WEB: www.emcdantz.com
EMAIL: sales@dantz.com

Unix/Linux Tape Management
Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console

LXI Network Storage Solutions

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Irving, TX 75063
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Fax: (214) 260-9019
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EMAIL: sales@LXIcorp.com

Content Archiving Software
Virtual Booth 3929 • Virtual Product 1814

Enterprise Vault®

Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault® allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

Visit **www.kvsinc.com/corpgov** and receive the free report, Corporate Governance - the Impact on your IT Staff!

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WEB: www.kvsinc.com
EMAIL: info@kvsinc.com

Data Backup & Security
Virtual Booth 4224 • Virtual Product 2314

Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.

CEELOX

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Tampa, FL 33634
Phone: (813) 769-0918
WEB: www.ceelox.com

Real-Time Data Replication
Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.
As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.

constantdata

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Hopkins, MN 55343
Phone: (952) 933-2331
Fax: (952) 933-2551
WEB: www.constantdata.com
EMAIL:sales@constantdata.com

Data Backup & Recovery
Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery process
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management

EVAULT

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Walnut Creek, CA 94596
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Fax: (925) 944-9909
WEB: www.evault.com
EMAIL: info@evault.com

Peer to Peer Backup System
Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- Securely encrypts and compresses the data
- No monthly web storage fees!

three twelve

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Orlando, FL 32826
Phone: (407) 210-2412
Fax: (407) 207-7348
WEB: www.312inc.com
EMAIL: sales@312inc.com

Data Warehouse Platform
Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.
Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

SYBASE

One Sybase Way
Dublin, CA 94568
Phone: (925) 236-5000
Fax: (925) 236-4321
WEB: www.sybase.com
EMAIL: sales@sybase.com

Storage Mgmt. Solution
Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

ARCHIVAS digital archiving

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Waltham, MA 02451
Phone: (781) 890-8353
Fax: (781) 890-8343
WEB: www.archivas.com
EMAIL: info@archivas.com

Data Archiving Software
Virtual Booth 4227 • Virtual Product 2333

QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.

QSTAR TECHNOLOGIES

99 NE Elgin Parkway - Suite 37
Fort Walton Beach, FL 32548
Toll Free: (800) 568-2578
Phone: (850) 243-0900
WEB: www.qstar.com
EMAIL: info@qstar.com

Web-Based Media Service
Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN
Web-based media tracking system

Track Media
- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

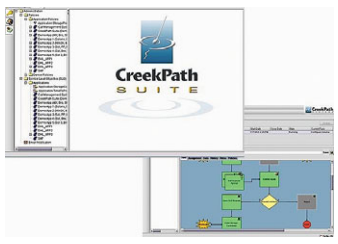
Inventory
- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages
- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

AES

30 Corporate Drive
Holtsville, NY 11742
Phone: (631) 207-4400
Fax: (631) 207-4407
WEB: americaneaglesys.com
EMAIL: info@aeseast.com

Storage Resource Mgmt.
Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.

CreekPath SYSTEMS
Improving Business Agility

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Storage Resource Mgmt.
Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

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Storage Consolidation
Virtual Booth 3979 • Virtual Product 1901

SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.

DataCore™ SOFTWARE

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Storage Resource Mgmt.
Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.
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Storage Expansion
Virtual Booth 3979 • Virtual Product 1900

SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

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Data Storage Management
Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability. *Call for a price quote.
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SCSI Diagnostics
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I/O Acceleration Software
Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

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- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions. typically found in server-to-server, database, and cluster.

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EMAIL: sales@precisionio.com

iSCSI Target Software
Virtual Booth 3905 • Virtual Product 1777

WINTARGET

WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing network-wide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.

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Application Virtualization
Virtual Booth 4032 • Virtual Product 1972

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Scheduling Software
Virtual Booth 4188 • Virtual Product 2205

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Enterprise Automation
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Enterprise Mgmt. Software
Virtual Booth 3793 • Virtual Product 1559

ECM Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

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- Run remote commands
- Schedule collections by time interval on demand
- Agent is DCOM based, not service based

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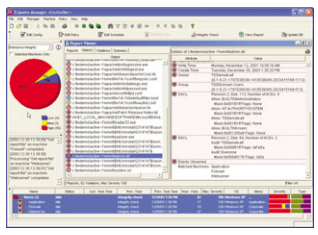
Tripwire For Servers
Virtual Booth 4066 • Virtual Product 2023



Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.

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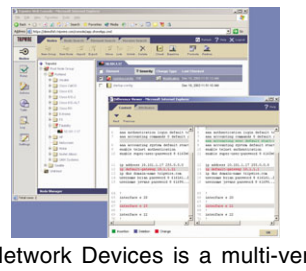
Tripwire for Network Devices
Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.

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Clustering Solutions
Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.

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IT Lifecycle Management
Virtual Booth 4149 • Virtual Product 2128

Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com.

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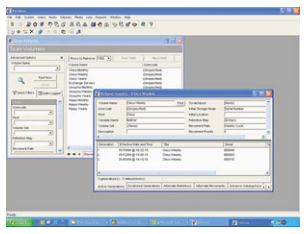
Media Management System
Virtual Booth 3998 • Virtual Product 1943

Vertices
THE MEDIA MANAGEMENT SYSTEM



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Patch Management Service
Virtual Booth 3819 • Virtual Product 1754

- **Continuous, automated assessment.** When a remote or mobile user tries to connect, iPass immediately inventories their PC's security assets and runs a security assessment before giving the user an Internet connection.
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Security Update Manager
Virtual Booth 3793 • Virtual Product 1560

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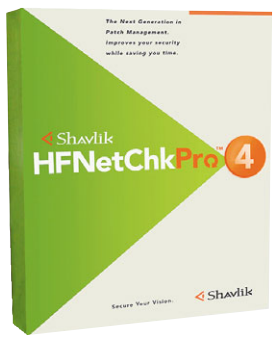
Patch Management Software
Virtual Booth 4177 • Virtual Product 2187



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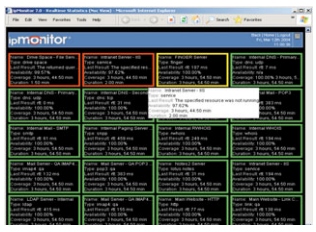
Application Monitoring
Virtual Booth 3990 • Virtual Product 1925



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Application Performance
Virtual Booth 3920 • Virtual Product 1793

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End-To-End Performance
Virtual Booth 4043 • Virtual Product 1985

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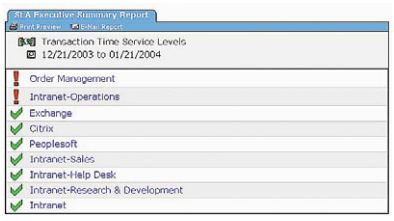

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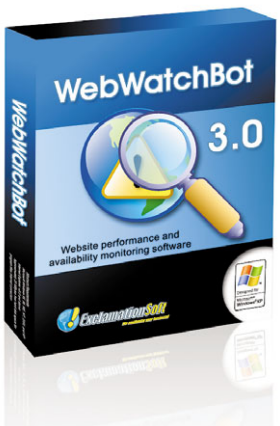
Web Monitoring/Analysis
Virtual Booth ???? • Virtual Product ????



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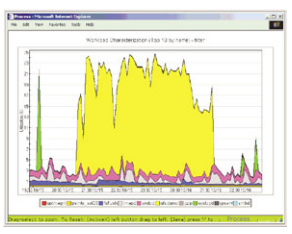
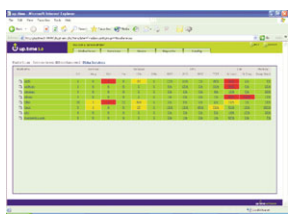
Performance Monitoring
Virtual Booth 3925 • Virtual Product 1806





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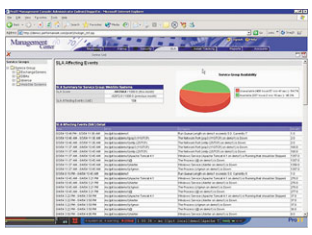
Network & System Mgmt.
Virtual Booth 4010 • Virtual Product 1954



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Data Center Management
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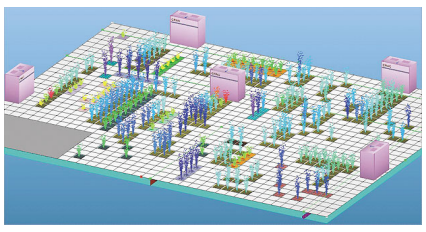
Air Flow Design Software
Virtual Booth 4058 • Virtual Product 2006



TileFlow is a software package for modeling airflow distribution in raised-floor data centers. It enables you to evaluate different layouts, consider the effects of reconfiguration of air-handling units and perforated tiles, explore the effect of under-floor blockages, and predict failure scenarios. TileFlow eliminates the expensive and tedious trial-and-error process to achieve the desired distribution of cooling air.

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Sun System Support
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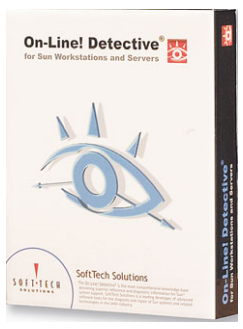

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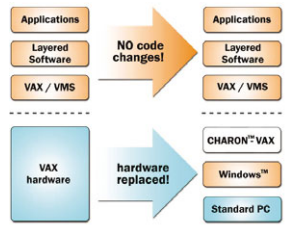
VAX Replacement Systems
Virtual Booth 2776 • Virtual Product 447



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Virtual Booth 3784 • Virtual Product 1548

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PC Remote Control
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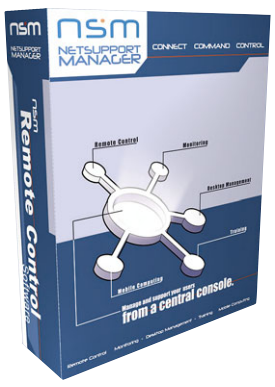

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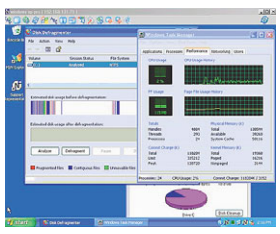

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Data Center Automation
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Terminal Emulation
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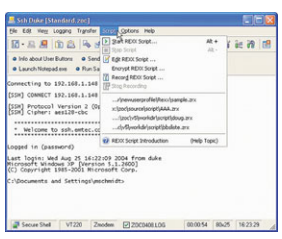
Terminal Emulation
Virtual Booth 4139 • Virtual Product 2112

EmTec Innovative Software



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IBM / VMware Virtualization
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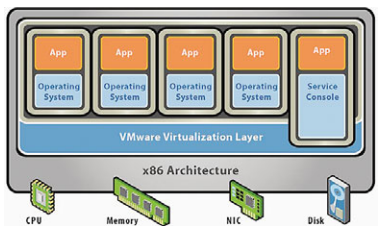

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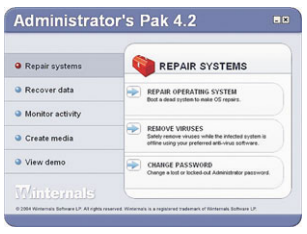
System Admin Tools
Virtual Booth 3863 • Virtual Product 1680



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Desktop Availability Suite
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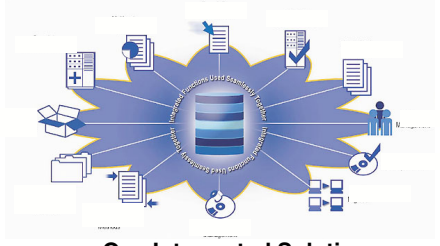

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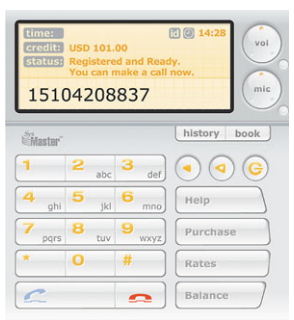

- Allows calls via the Internet
- DTM dialing from user's PC
- Speaker volume control
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- History list of the most recently used phones
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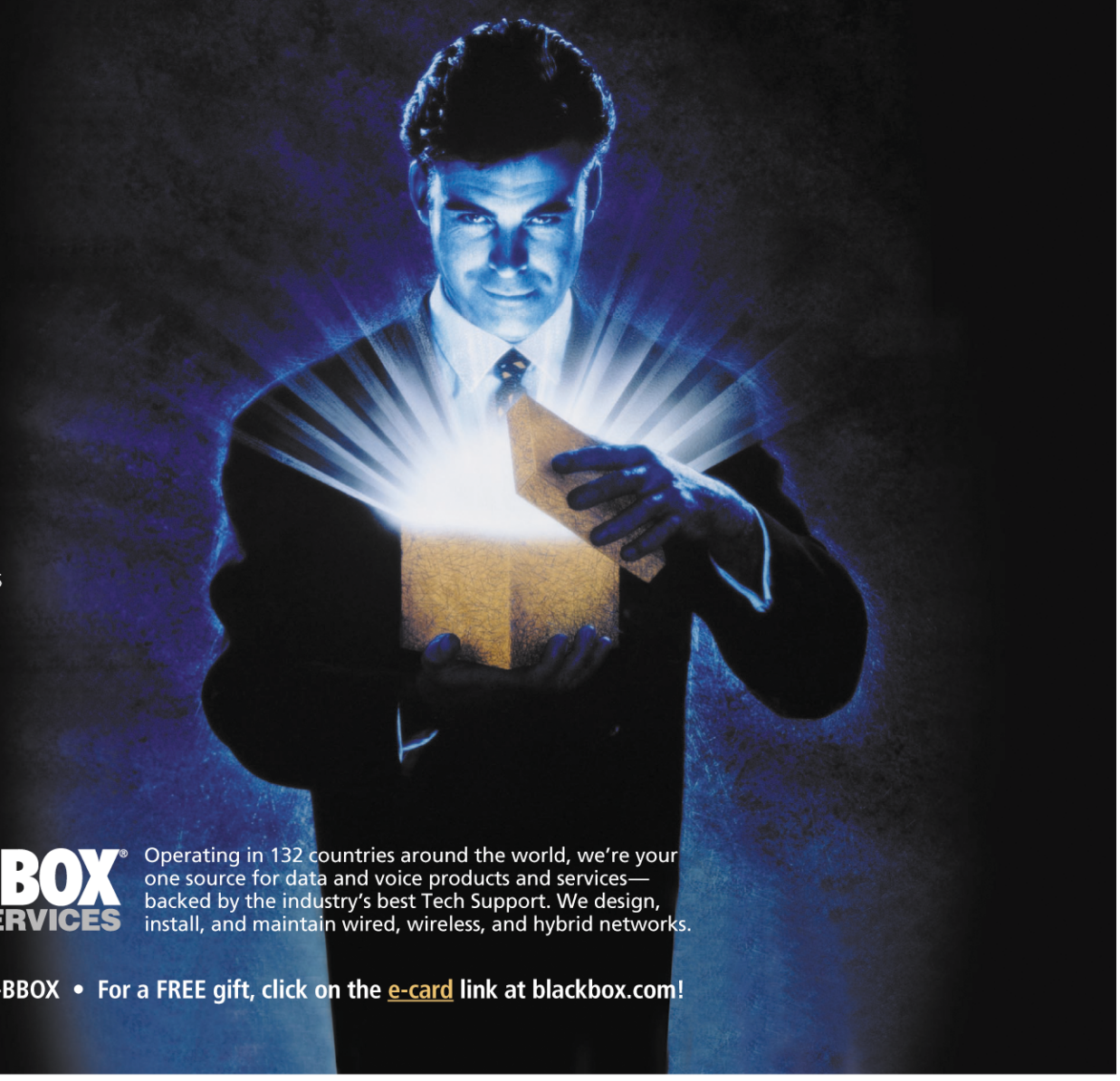

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Virtual Booth 4157 • Virtual Product 2133

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Virtual Booth 2899 • Virtual Product 1668

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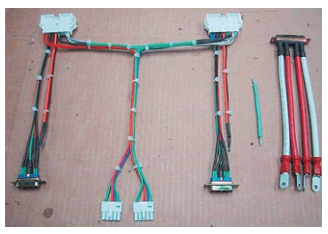
Custom Cable Assembly
Virtual Booth 4155 • Virtual Product 2131



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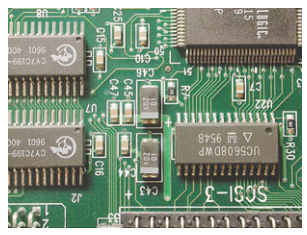
Depot Maintenance on POS
Virtual Booth 3256 • Virtual Product 2007



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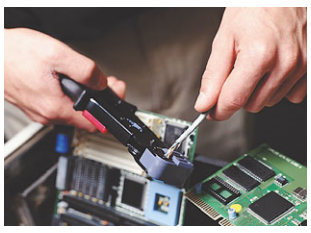

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IT Security Management
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Managed Security Solutions
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Managed Network Security
Virtual Booth 3983 • Virtual Product 1910

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SECNAP Managed Network Security Service include:
- Monitored Network Security Services
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- Internal Vulnerability Assessments
- External Penetration Testing
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Precise Intrusion Prevention Services

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Network Security Services
Virtual Booth 4099 • Virtual Product 2067

Octurnis provides Network Security Services and Third Party Verification for:

- HIPAA, Sarbanes-Oxley, Gramm / Leach / Billey and the California Breach/Disclosure Act
- Wireless Audit, Design and Deployment for all spectrums and ranges
- Penetration Testing and Defense Posture Grading for all Platforms and Operating Systems
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Regardless of the size or business sector your company operates in, we apply the best practices in the security industry to keep your information confidential and controlled. For more information about our individual services contact us directly at (321) 231-1482.

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Security Architecture Services
Virtual Booth 3829 • Virtual Product 1625

Enterprise Security Architecture

OutSecure provides a complete suite of Security Architecture services. We analyze your existing infrastructure to discover weaknesses or gaps in your security posture to identify and mitigate security threats or inherent weaknesses. We focus on your business environment, including regulatory requirements, to help align your security architecture with your business goals.

Security Architecture development includes:
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- Design
- Implementation
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Survival of the 'Securest'

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Data Backup Services
Virtual Booth 3897 • Virtual Product 1766

Savvy's Enterprise Data Backup service performs remotely managed in-house server and workstation data backup, restoration & system recovery.

Benefits:
- Data held onsite for rapid restore
- Fully automated backup scheduling
- Encrypted data is automatically sent offsite for safety
- Incl. Linux, Solaris & Mac OS & large database support

Savvy's Basic Backup is the smart offsite backup solution for your PC, NAS or file server.

Benefits:
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- No new investments in hardware or software
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Backup & Recovery Service
Virtual Booth 3696 • Virtual Product 1278

Prices starting at $119/month

Automatic Backup with Guaranteed Recovery!
LiveVault InSync delivers the simplest, yet most advanced, data protection available to small & mid-sized businesses.

- Fully automated service eliminates human error
- Disk-based backup and recovery - no tape
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LiveVault

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Online Backup Services
Virtual Booth 3948 • Virtual Product 1857

Securing your mission-critical data

AmeriVault offers reliable, secure, automated backup and recovery services to data dependent companies. Our system-driven methodology assures fail-safe backup solutions that exceed customer expectations and assure recovery at the time of data loss or destruction. By utilizing best-of-breed software, bandwidth and a world-class data center, AmeriVault delivers highly available backup and recovery services over the Internet or VPNs that make obsolete traditional tape backup and offsite data storage.

Traditional server and tape-based backup systems can be time consuming and cumbersome. But with AmeriVault services, you have a better way - a solution that is secure, yet faster, more convenient and cost competitive with traditional systems while protecting your mission-critical data.

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CD/DVD Services
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IBM Storage Solutions
Virtual Booth 15 • Virtual Product 1533

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SAN Solutions
Virtual Booth 15 • Virtual Product 1532

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Our approach provides for storage networks that grow in terms of performance, capacity and connectivity while significantly lowering the total cost of ownership. Evolving Solutions delivers end-to-end SAN solutions for our customers with world-class hardware and software products from McData, IBM and Brocade. We provide the tools, and consulting expertise to implement robust SAN solutions.

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Managed Hosting Services
Virtual Booth 4218 • Virtual Product 2297

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Our Storage Area Network (SAN) infrastructure provides highly flexible and scalable data storage, which enables more efficient movement of data between servers and various storage systems. Our SAN can be added to any of our managed Windows or Linux servers and is fully supported 24x7 by certified, expert technicians.

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Virtual Booth 2530 • Virtual Product 2122

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- Certified Technicians - Quality Management
- Multilevel Logistics - Parts on Demand

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IT Operations Services
Virtual Booth 4050 • Virtual Product 1993

Spherion provides managed service and staffing solutions for proactive and day-to-day support of server and mainframe environments.

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Data Forensics Training
Virtual Booth 4225 • Virtual Product 2328

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ASR Data has been conducting technology based and Data Forensics Training for over a decade. During that time, we have developed a philosophy and methodology that thousands of students from around the world agree is unique, effective, engaging and delivers exceptional value.

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ITIL Training & Consulting
Virtual Booth 4217 • Virtual Product 2296

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Copper Cables
Virtual Booth 3762 • Virtual Product 1527

- Slim line strain relief; can butt next to each other in high-density hub, without bending.
- Standard lengths and colors in stock and ready to ship.
- Available in both Cat6 and enhanced Cat5E; snag-proof boot to protect cable.
- Custom lengths built to order - quick turn and high quality.
- Carry a lifetime warranty.

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Networking Cables
Virtual Booth 2921 • Virtual Product 1830

We can meet your network cable needs!
- 350MHz Cat5e Patch Cables
- Crossover cables are ideal for 2 system networks or linking other equipment such as hubs and routers together
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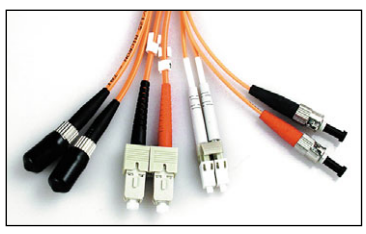
Fiber Optic Cables
Virtual Booth 3307 • Virtual Product 1677



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- Available in Multimode, Single Mode
- Available in combinations of SC/ST/MT-RJ/FDDI
- Standard lengths in stock ready to ship

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Fiber Cables
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- Each cable individually tested for optical performance.
- Wide assortment of connector styles in stock lengths available for immediate shipment.
- Custom lengths built with 1-3 day lead times.
- Single-mode, multi-mode, and 10 gig available.
- Competitive pricing and customer service.
- Carry a lifetime warranty.

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Fiber Optic Cables
Virtual Booth 2921 • Virtual Product 1831

We can meet all your fiber optic needs
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- ST to ST Multimode Fiber Optic Jumpers
- ST to SC Multimode Fiber Optic Jumpers
- MTRJ to MTRJ Multimode Fiber Optic Jumper Cables
- MTRJ to SC Multimode Fiber Optic Jumper Cables
- MTRJ to ST Multimode Fiber Optic Jumper Cables

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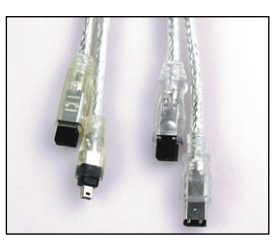
Firewire Cables
Virtual Booth 3307 • Virtual Product 1676



- Available in combinations of 4 or 6-pin (FireWire400) and 9-pin (FireWire800) configuration
- Meet FireWire 1394a and 1394b specifications
- Shielded to protect signals from EMI noise
- Designed to reduce cross talk and ensure error-free data transmission

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Media Converters
Virtual Booth 3821 • Virtual Product 1617

Matching cable types is simple and affordable with Pure Networking Media Converters
- Economical devices that enable you to connect different types of media without adding to your repeater count
- Completely transparent to the network
- Compact size - use on the desktop or wallmount them
- FREE 24/7 hotline technical support

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Media Converter
Virtual Booth 3795 • Virtual Product 1563

Media Converter ME51 Series
10/100BaseT(X) to 100BaseFX Fiber Converter

Moxa Media Converter is a standalone physical layer device that converts between 10/100Base-T(X) and 100Base-FX segments of the same network. Supports Link Fault Pass Through. Fiber connection's half/full duplex mode is DIP Switch selectable.

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Selectable Media Converter
Virtual Booth 4116 • Virtual Product 2089

"Double Duty" 10/100TX-100FX Media Converter
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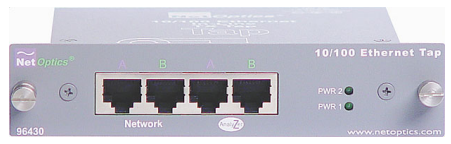
10/100BaseT Tap
Virtual Booth 3893 • Virtual Product 1759



The World's First and Only "Zero Delay" 10/100 Tap
- "Zero Delay" technology ensures zero packets dropped if power is lost to the Tap
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- Redundant power is included to guarantee monitoring uptime

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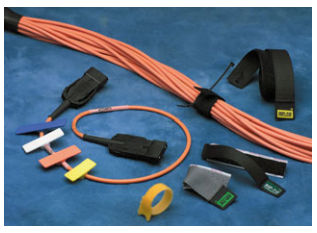
Fiber Management Systems
Virtual Booth 3827 • Virtual Product 1622



Fiber Management Systems, Components and Services
- Assessment and design services
- Installation and testing services
- Trunk cables
- Jumper cables and patch panels
- Subfloor conveyance tray systems

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Fiber Routing System
Virtual Booth 3928 • Virtual Product 1812

- FiberRunner Routing System
- Fastest Installations - QuikLock couplers and brackets reduce system installation time dramatically
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Fiber Distribution Systems
Virtual Booth 4054 • Virtual Product 1999

APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.

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Vertical Cable Management
Virtual Booth 3928 • Virtual Product 1811

PatchRunner Cable Management

- Designed to manage high-density network cabling while minimizing floor space requirements
- Eliminates the need for horizontal cable managers when used with *PANDUIT* angled patch panels
- Cable management fingers with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway

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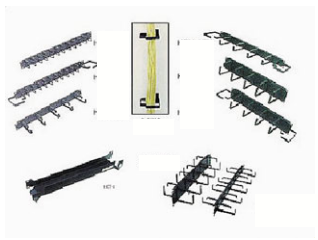
Horizontal Cable Mgmt.
Virtual Booth 4175 • Virtual Product 2179



19" Rackmount Horizontal Cable Management

These products work great for relay racks, network racks, server racks and other 19" rackmount storage units.
See our wide range of cable management options.
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Cable Management System
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ensuring consistent data
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Managed Patch Panels
Virtual Booth 3928 • Virtual Product 1813

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UPS Environment Sensor
Virtual Booth 3804 • Virtual Product 1645

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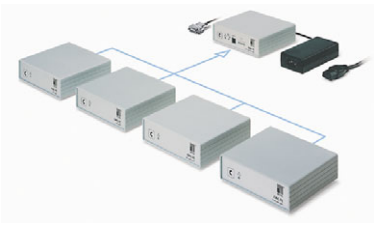
Rack Monitor System
Virtual Booth 3871 • Virtual Product 1706



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Cabinet Climate Monitor
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Mission Critical Monitoring
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Outputs - Dry contact (up to 36), Sensor/Accessory power
Communication Ports - RJ-11, RJ-45, RS-232, RS-485
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Virtual Booth 3669 Virtual Product 2232

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Environmental Sensor Hub
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$295 w/ Temperature
$395 w/ Temp & Humidity

Mention This Ad for 10% Discount!

Network Enabled Environmental Monitor

Features:
- Email Notifications
- Full SNMP Capabilities
- Graphing
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- Sends SNMP Traps to 4 Destinations
- Full Password Protection
- Fully Compliant with all Operating Systems

We also have larger devices with more sensor capabilities available.

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Water Leak Detection
Virtual Booth 3896 • Virtual Product 1764

SeaHawk

- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed
- Monitor up to 5000 feet and pinpoint leak location
- Dries quickly, easy to install
- Virtually eliminates false alarms
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- Zone and spot water leak detection solutions also available

RLE Technologies
What's Going On...

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Fax: (970) 484-6650
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EMAIL: sales@rletech.com

Environmental Monitoring
Virtual Booth 3899 • Virtual Product 1769

Sensaphone IMS-4000
Comprehensive Remote Site Monitoring

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

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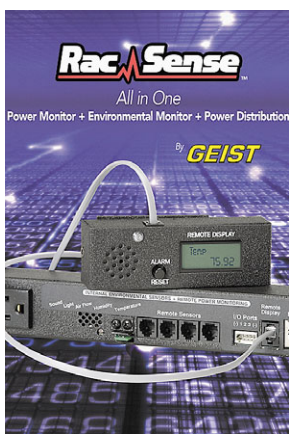
EMAIL: info@sensaphone.com

Environmental/Power Monitor
Virtual Booth 2879 • Virtual Product 2335



The "RacSense" PDU combines Power Distribution with both Power and Environment Monitoring in a stand-alone unit. Completely self contained. A "plug-n-play" solution generating graphs and web pages via your web browser. Internal sensors include, Current, Voltage, Temperature, Humidity, Airflow, Light and Sound. Three I/O ports can be utilized for cameras, door and water sensors. SNMP traps and email alarm notification.

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Fire Suppression System
Virtual Booth 4086 • Virtual Product 2049

SAPPHIRE® Fire Suppression System uses a revolutionary clean agent that fights fires without causing damage to electronics and other critical assets. Ideal solution for DP centers, telecommunications, and tape storage facilities. Environment-friendly agent has atmospheric lifetime of only five days versus 33 years for the closest chemical alternative - and ZERO ozone-depletion potential.

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Fire Protection System
Virtual Booth 4095 • Virtual Product 2058

ECARO 25

Clean Agent Fire Suppression System

ECARO-25™, utilizing HFC-125 (DuPont™ FE-25™) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is safe for people, assets and the environment.

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Fax: (816) 228-9277
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EMAIL: fpssales@fike.com

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Floor Lifter and Bracket
Virtual Booth 3832 • Virtual Product 1627

Kit Price
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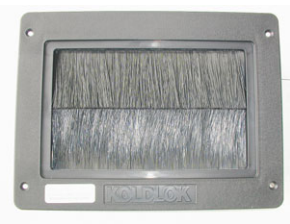
Floor Grommet
Virtual Booth 3832 • Virtual Product 1628

As low as
$70
per unit



The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with Koldlok raised floor grommets and keep your critical cold air circulating where it belongs.

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Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security Activation solutions optimize best-of-breed security tools including firewalls, IDSes, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.

FireProof activates firewalls, VPNs and IDSes for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

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Adaptive Server Enterprise 12.5.2 (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. The ASE 12 5.2 is continuing the legacy of business-critical performance, cost-effective computing. It is faster, more efficient, and easier to deploy and maintain.

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ 12.5 is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance, and storage efficiency, as well as the lowest total cost of ownership. Sybase IQ is the only business intelligence solution available on the market today that offers column-based data warehousing.

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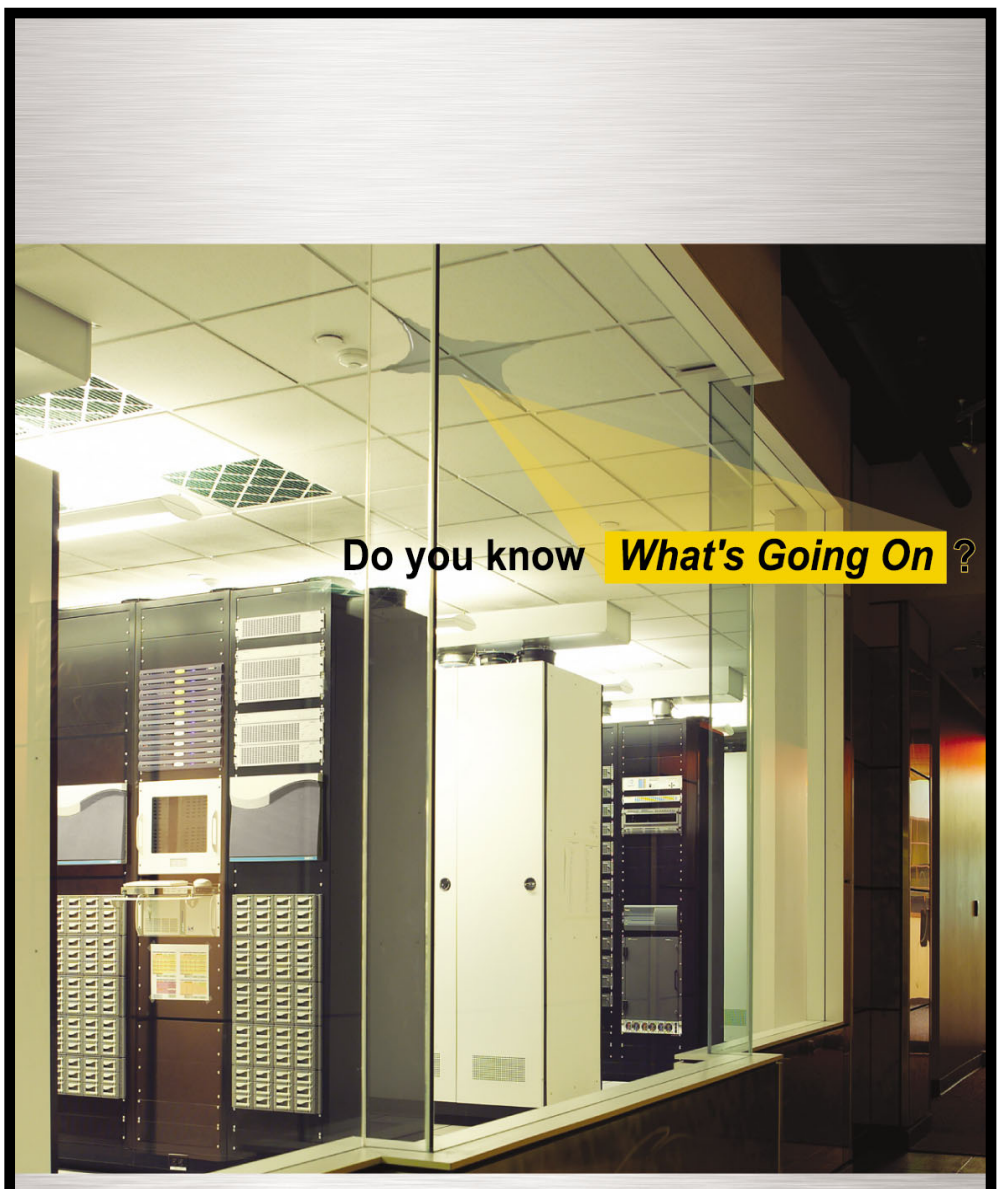

If you need to know before the damage is done...

Up to 50% of business outages are caused by physical factors including power, fire, environmental, security, and water, such as:

- Water Leak in the data center.
- Power Outage in your mission-critical facility.
- Intrusion into the archival storage room.
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RLE Technologies' web-based Falcon™ Monitoring Systems and SeaHawk™ Water Leak Detection solutions will alert you to ***What's Going On*** with your mission-critical equipment, facilities, and physical infrastructure *all the time, anytime.*

Over 3 million feet of patented water leak detection cable and more than 10,000 monitoring systems deployed since 1984.

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Be the first to know ***What's Going On***

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Virtual Booth 4242 • Virtual Product 2387

$2,079
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Portable Air Conditioner

Virtual Booth 3731 • Virtual Product 1437

Starting Price
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- Control server room temp
- Offers flexibility at low cost
- Protects electrical equip.
- Designed for continuous use
- Solutions for all applications
- Up to 2 tons in 115 volts
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Portable Air Conditioner

Virtual Booth 2180 • Virtual Product 1638

The **PA4000** is a portable and compact air conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The **PA4000** complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses, access providers and small office & home office users.

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Data Center Air Conditioning

Virtual Booth 3952 • Virtual Product 1858

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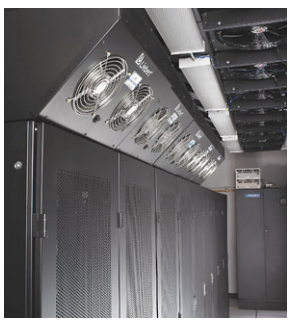
Heat Removal System

Virtual Booth 4238 • Virtual Product 2347

Liebert®



A flexible, scalable heat removal system, the **Liebert XD™** is designed to address the higher heat loads generated by densely populated racks.

- Focused, high-capacity cooling
- Energy effecient
- Minimal floor space requirements
- Waterless XD coolant
- Scalable
- Easy to install

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Cable ID System

Virtual Booth 3946 • Virtual Product 1852

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AAA Cable Markers - The Professional Solution

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Virtual Booth 3387 • Virtual Product 872

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After

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Power Tower XL Dual Power

Virtual Booth 931 • Virtual Product 1072

- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing

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Fax: (7752842065
WEB: www.servertech.com
EMAIL: sales@servertech.com

Power Tower XL Zero U

Virtual Booth 931 • Virtual Product 1071

- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control

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Sentry Commander PT40

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- 4 Pass-Through ports for console management of serial devices
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PC 302-I/MTD Series

- 2U mounted
- 120/208V - or 230/400V - 3-phase WYE, 20A input - 16A output
- EMI/RFI filtering, Surge suppression
- Over-current protection
- (12) Switched and (2) un-switched

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Zero U PDU w / Monitoring

Virtual Booth 2144 • Virtual Product 780

24 RECEPTACLE REMOTE POWER MONITORING & DISTRIBUTION

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit

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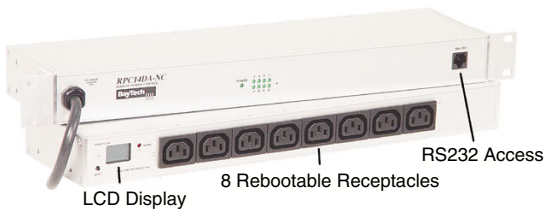
Power Control & Monitoring
Virtual Booth 2144 • Virtual Product 778



8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles

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Trans Switch w/Pwr Control
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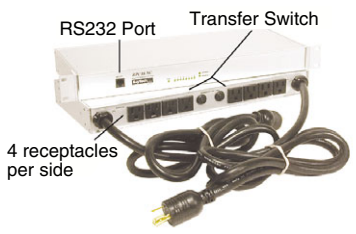

8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles

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Fail-Safe Transfer Switch
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- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use

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- Zonit delivers the highest power capacity of any 2-U network power unit
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Power Distribution Unit
Virtual Booth 3385 • Virtual Product 2344

E *Series*

The E Series line of PDU's takes standard, unmanaged plug strips to a new level

TRUE RMS Current and Voltage measurement • 3 digit-diplay • Display flashes when: Current exceeds 80% of rating and/or high or low voltage condition exists • Available in 20A and 30A models • Available in Zero RU vertical and 1RU horizontal models

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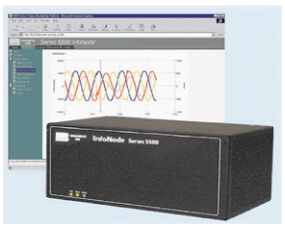
Power Quality Monitoring
Virtual Booth 4178 • Virtual Product 2188

Signature System™



The Signature System™ is an integrated, Web-browser-based platform that allows users to remotely--and in real time--monitor their power systems. A modular power quality and energy management tool, the Signature System is successfully used by data centers, mission-critical facilities, and banking/financial institutions around the world. Ask for our free white paper/case study.

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3U Rack/Tower UPS System
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Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems
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- Pure sine wave output in battery backup mode
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Data Center Power
Virtual Booth 4240 • Virtual Product 2360

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The Liebert GXT2 is a true online UPS for networks, clustered equipment and other critical applications.

Mark III Systems offers a broad range of Liebert solutions from small power distribution, UPS, and data center environmental monitoring to large enterprise wide data center solutions.

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Online UPS 700VA - 3200VA
Virtual Booth 3804 • Virtua Product 1582

- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for high-density apps
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- Automatic bypass adds redundancy; simplifies maintenance
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IP Telephony Protection
Virtual Booth 4238 • Virtual Product 2345

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A complete protection system for IP Telephony equipment, including:
- Integrated online doube-conversion UPS for mission-critical power protection
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- Remote monitoring and management
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Enterprise 3-Phase UPS
Virtual Booth 3804 • Virtual Product 1581

- 555kVA to 800kVA - Compact footprint, high density
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- Generator friendly - eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients
- Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

MGE UPS SYSTEMS

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Standby UPS
Virtual Booth 3923 • Virtual Product 1802

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- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
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- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection

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Battery Monitoring System
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BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.

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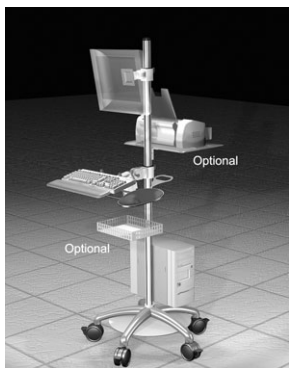

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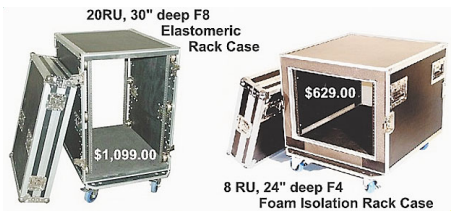

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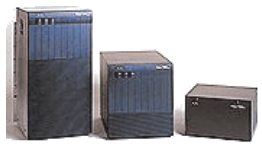

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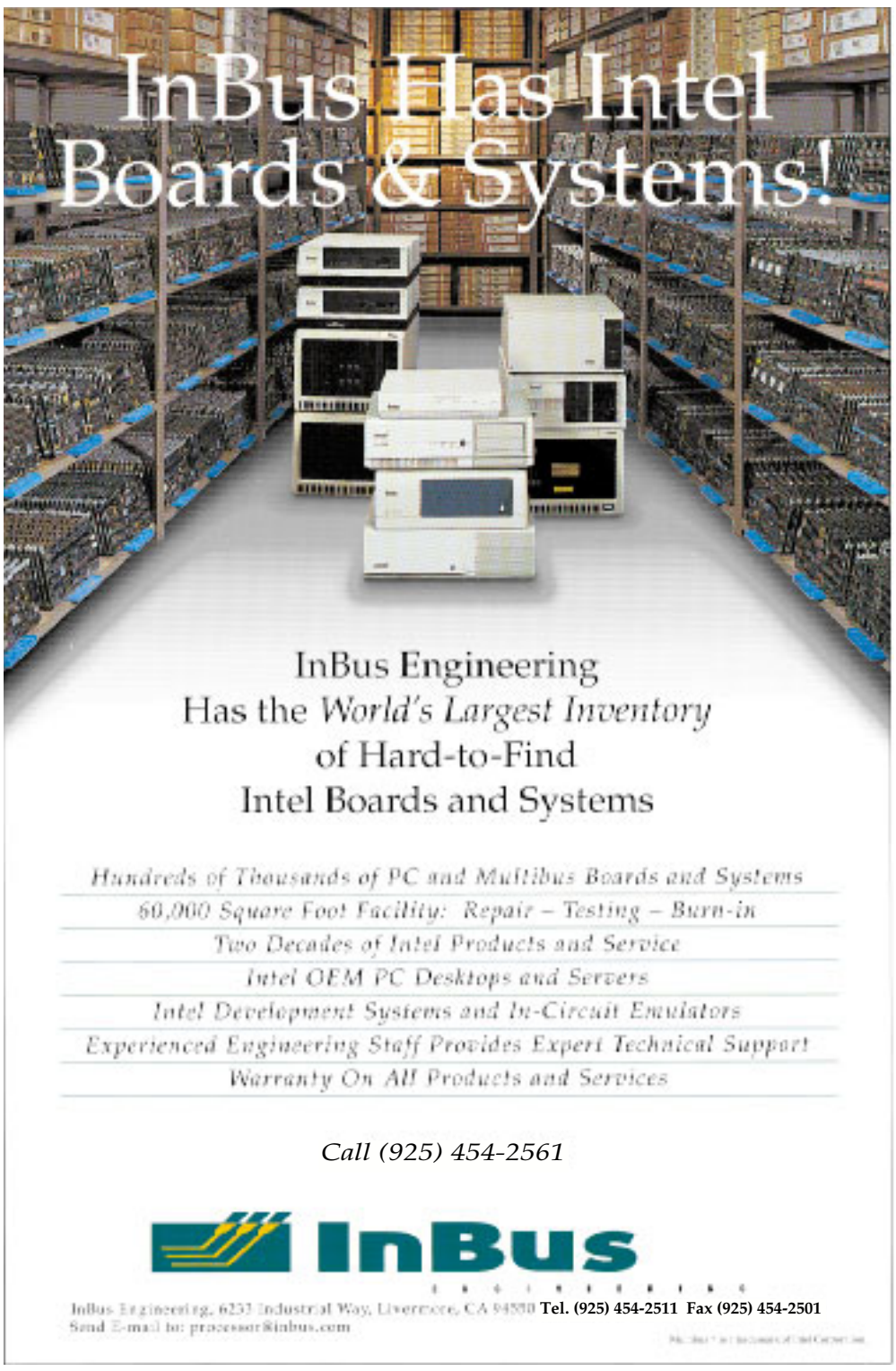

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